

Dr. Vic Manzo

TOP 10 MISTAKES

**CHIROPRACTORS
MAKE**

...and how to avoid them!

vol.1

Mistakes in any business can truly affect sales, but more importantly, bottom line. And sometimes the mistakes are something so simple and easy to change that it can drastically affect the business in many ways.

Just like Chiropractic, it is the simple, consistent changes that we make to the spine, that allows for the expression of life (consciousness) to be expressed more upon the world which leads to a more healthy, vibrant life.

As we as Chiropractors understand the concept of consistent, small actions, help yield, huge results, the same goes for our businesses and practices.

Unfortunately, Chiropractors can be great Chiropractors and have a failing business and the opposite is true to where not so great Chiropractors can have flourishing businesses.

As a Chiropractor who has practiced for 12 years, one thing I knew from the beginning is, I wanted to be an exceptional Chiropractor to serve my patients but I knew, I had to also be an exceptional entrepreneur in order to play the long game in my business.

Whether you are a veteran in the profession or just starting up, there are many hats to wear and one thing is for sure, no matter how much you delegate things out, unless you just own Chiropractic offices and do not practice in them, you will always have to wear two hats: Chiropractor and Business Owner.

In this eBook I want to share with some of the most common mistakes Chiropractors make in our profession. These are not the only ones I have seen, but it is the most common that show up.

Since I have been in the coaching space for 4 years, there is a pattern I have noticed that is not just strictly focused on Chiropractors but business owners make the same ones. This inspired me to share this book with you.

Before I dive in, I thought I share a little bit of who I am. I have been a Chiropractor since 2009, was an independent contractor in 2010 and owned my own business completely in 2012.

I hit my financial peak in my business in 5 years to find myself unsatisfied, unfilled, exhausted and burnt out every 4-6 months. The most puzzling thing for me was, how can I be so passionate about Chiropractic but yet, be burnt out?

It was a very puzzling moment for me at that time and I even thought of letting go of the practice, getting out of the profession and do something else because I always felt I was always battling something or faced resistance.

I did some soul seeking at that time and realized the practice I had was not the practice I wanted. So, my wife and I decided to turn the practice around. My wife was our

marketing and operations officer. We did something that is not normally advised in business but we changed the values of the practice, culture and focus. From there, we talked to patients that were not in alignment to what we wanted to share and offered them an opportunity to stay but if they wanted to continue with the frequency they were, we were happy to refer them to another Chiropractor who was more lenient on their frequency of care.

We ended up making a few chiropractors near us happy due to the referrals.

Long story short, we ended up taking a 40% hit financially due to the referrals. We truly attracted the patients that did not align with our office. It was our fault from the beginning to where we just accepted anyone that would say, "Yes," to signing up for care.

We shifted our focus to be more strict on our care plans, shifted to a more holistic type of practice and centered more on pediatrics, prenatal and fertility.

In just over a year from the initial start of us doing this, we were back at our financial peak while also working 50% less. For some, they would say our practice would have shrunk if we continued to cut our hours but I didn't mind having 14.5 hour work weeks in the office.

At the end of the day, I tested to see what is the least amount of work I needed to do in order to get the greatest gain. And it worked out very well, especially with our specific type of care plans of seeing patients starting out around 3 times per week for 8-12 weeks tarting.

Many said, since our full days was around 4-5 hours a day total, it would be hard for patients to make the time to come in or make these appointments or that if a patient had to miss a day, they would get behind on their care.

I am here to say that, when you are truly in alignment to what you desire, you will attract the patients that can fit within what you choose. Since patients didn't have many other options, they mostly, (around 85%) of the time, were able to stay on tract with their appointments. This was much better than when I was open 4.5 days a week.

After testing things out for a couple year, in 2018, I decided to become a Business Mindset Coach and have helped 100s of entrepreneurs and Chiropractors achieve their dream life EFFORTLESSLY.

Being a Business Mindset Coach, who specializes in working with Chiropractors, I actually merge two worlds into one: Chiropractic Business and Mindset.

A Chiropractic Business Coach is a professional who helps chiropractors create and reach their business goals. A chiropractic business coach can help chiropractors develop strategies for marketing, billing, and other business operations. They can also

provide guidance on how to best manage their time and resources to maximize business success. A chiropractic business coach can help chiropractors stay organized, increase patient volume, and increase their profitability. Ultimately, a chiropractic business coach can help chiropractors turn their practice into a successful business.

A business mindset coach is someone who helps individuals and business owners develop the skills needed to think strategically and create a thriving business. They provide guidance and support to help their clients stay focused on their goals and develop the right mindset to achieve success. The coach will help identify areas of improvement, uncover any limiting beliefs, and develop action plans to help their clients reach their desired outcomes. By working with a business mindset coach, individuals and business owners can create an environment for success and growth. The reason I break these two definitions down is so you can understand a bit more of where my approach comes from.

I am consistently looking at first, mindset and beliefs, before we do anything from an operations or business advice standpoint.

In this ebook, I will be sharing the 10 things that Chiropractors make mistakes on that are hurting your bottom line, affecting your growth, not allowing you to scale and the more you experience these things, it might be a good chance you are also feeling burnt out.

Here are the 10 mistakes I see with Chiropractic offices that make being a business owner so much harder and don't truly allow you to flourish like you desire to in your business.

1. Lack of a Clear Marketing Strategy
2. Poor Financial Management
3. Lack of Focus on Patient Experience
4. Failing to Invest Properly in Continuing Education
5. Poor Employee Management
6. Lack of Effective Communication with Patients
7. Lack of Strong Online Presence
8. Inadequate Energy Management
9. Not Having A Referral Network
10. Lack of Automation with Tech

Mistake #1 - Lack of a Clear Marketing Strategy.

Without a clear marketing strategy, chiropractors may struggle to attract new patients and grow their practice.

Here are 7 things you can do to change your marketing game up:

1. Define your ideal patient: Identify the types of patients you want to attract and tailor your marketing efforts to appeal to them.
2. Set clear goals: Determine what you want to achieve with your marketing efforts, such as attracting new patients, increasing patient retention, or increasing conversions.
3. Identify your unique selling points: Determine what makes your practice unique and focus on highlighting these points in your marketing efforts.
4. Develop a budget: Determine how much you are willing to invest in your marketing efforts and allocate your budget accordingly.
5. Choose marketing channels: Decide which marketing channels will be most effective for reaching your target audience. This may include social media, email marketing, content marketing, or advertising.
6. Create a content calendar: Plan out your marketing efforts in advance by creating a content calendar that outlines what you will post and when.
7. Monitor and track your results: Regularly track and analyze the results of your marketing efforts to determine what is working and what may need to be adjusted.

Marketing strategies has always been a point I see in Chiropractic to where we always feel we need new patients. This is why ad agency companies who teach someone to learn how to do digital marketing over a weekend, talk about if you want to have a lucrative agency, go reach out to Chiropractors.

I have not been practicing in about a year now and I still get people who reach out to me about 2-4 times a month (used to be 10-15) about helping me yield more new patients, grow my business and so much more.

[CLICK HERE](#) to listen to a podcast episode I share on How to Market Your Practice that helped me massively grow my practice.

I am not saying you don't need those things but I have grown my practice with very specific marketing strategies and one of the ones we never used was, "Paid Marketing."

If you want to learn the 3 Secrets I used in my practice to attract new patients with ease, [CLICK HERE](#).

Mistake #2: Poor Financial Management

Here are some tips for managing finances effectively in your chiropractic practice:

1. **Create a budget:** Develop a budget that outlines your income and expenses, including fixed costs such as rent and variable costs such as marketing expenses. This will help you better understand your financial situation and identify areas where you can cut costs.
2. **Monitor your finances regularly:** Keep track of your income and expenses on a regular basis to ensure that you are staying within budget.
3. **Use financial software:** Consider using financial software, such as QuickBooks or Xero, to help you track your finances and generate reports.
4. **Establish a system for billing and collections:** Make sure you have a clear process in place for billing patients and collecting payment. This may include setting up online payment options or implementing a collections policy.
5. **Keep good financial records:** Maintain accurate financial records, including receipts and invoices, to help you track your income and expenses and stay organized.
6. **Look for ways to increase income:** Consider offering additional services or increasing your fees to increase the bottom line.

If you are not crystal clear on your numbers from a projection standpoint but even more so, from a monthly income standpoint, how do you know where you are and how is the heartbeat of your practice coming along?

The biggest thing I hear, and it is not just Chiropractors but even business owners that I have worked with over the years, don't know their numbers as well.

Know what your numbers are. Review your profit and loss statements every month to see where you are, make adjustment each quarter and keep the expenses low. Chiropractic business has some of the best profit margins in a business to where a good Chiropractic office can be around 70% to some of the great ones I have witnessed are at 80-90% which means, 80-90% of their sales is profits.

[CLICK HERE](#) to hear an interview I did on my podcast, "The Mindful Chiropractor," with my accountant to help you better at the tax game.

Mistake #3: Lack of Focus on Patient Experience

Here are some tips for improving customer service in your chiropractic practice:

1. **Train your staff:** Make sure your staff is trained on how to provide excellent customer service, including how to communicate with patients and address their concerns.
2. **Be responsive:** Respond promptly to patient inquiries and requests, whether they are made in person, over the phone, or online.

3. Listen to patients: Make sure to listen actively to patients and fully understand their needs and concerns.
4. Follow up with patients: Follow up with patients after their 1st appointment to see how they are responding to care.
5. Solve problems: If a patient has a problem or concern, work to find a solution as quickly as possible.
6. Be empathetic: Show empathy and understanding towards patients, and strive to create a welcoming and supportive environment.
7. Seek feedback: Ask for feedback from patients on how you can improve your customer service and use this feedback to make any necessary changes.
8. Show Appreciation: Always show appreciation for them being in your office. They could have chose anyone to go to as their Chiropractor and they ended up choosing you.

I believe one of the biggest things that helped my office have continual growth, stability and hit our metrics we set out for financial goals is because of the experience we created in our office. The customer service side of things was our #1 priority and patients could feel that. From the simple ease of being in the office, to addressing their concerns immediately, taking an extra 2-3 minutes with a patient if they had a concern, or even if they just had a bad day. A lot of our patients could feel we saw them more than just a patient or a practice member, but truly like family and our reviews (which is a feedback system to the focus of what you want patients to experience) showed this.

Mistake #4: Failing to Invest Properly in Continuing Education.

Here are some tips for investing in continuing education:

1. Identify your learning goals: Determine what areas you want to focus on in your continuing education and look for courses or programs that align with those goals.
2. Research available options: Look into the different types of continuing education opportunities that are available, such as workshops, conferences, online courses, or degree programs.
3. Consider the cost: Determine how much you are able to invest in continuing education and consider the cost of different options when making your decision.
4. Take advantage of free resources: Look for free resources, such as webinars or online courses, that can help you continue learning without incurring additional costs.
5. Make a plan: Create a plan for how you will fit continuing education into your schedule and make a commitment to investing in your professional development.

A lot of times in our profession, we just take courses to get our CEUs knocked out for licensing but this is not being consciously choosing what you want to improve on. When we don't continue to learn and expand, we start to shrink. This is why I am an advent learner and always looking at what are things in the new year that I want to learn and then, find seminars, workshops plus CEUs in the process, to continue growing on all levels (mind, body and soul).

When you are studying things you have interest in, it increases your vibe, which puts a different tone in the office which will increase your patient volume and bottom line.

Mistake #5: Poor Employee Management:

Here are some tips for properly managing employees in your chiropractic practice:

1. Clearly communicate expectations: Clearly communicate your expectations for employee performance and behavior to ensure that everyone is on the same page.
2. Set clear goals: Establish clear goals for your employees and provide them with the resources and support they need to achieve those goals.
3. Provide ongoing training and support: Invest in ongoing training and support for your employees to help them develop new skills and stay up-to-date with best practices.
4. Foster a positive work culture: Create a positive work culture that promotes collaboration, teamwork, and open communication.
5. Recognize and reward good performance: Recognize and reward good performance to help motivate your employees and show your appreciation for their efforts.
6. Establish a system for feedback and evaluation: Set up a system for providing feedback and conducting evaluations to help employees understand how they are doing and identify areas for improvement.
7. Address any issues or concerns promptly: If you notice any issues or concerns with employee performance or behavior, address them promptly to prevent them from becoming bigger problems.

The difference from an employee being an expense to an asset is all based upon how you train them, give them support and allow them to invest their energy into the practice.

Employees, whether it is a CA, Tech CA, X-ray Tech, Associate, Receptionist, Office Manager, Marketing Strategist, etc., putting them in an environment for success is worth every minute you spend on investing your time into them.

When we are able to find the right person to hire, invest our time into them, it can be worth 100,000s of dollars worth it in the long run. This is the difference between it being an expense vs being an investment.

Mistake #6: Lack of Effective Communication with Patients:

Here are some tips for improving communication with patients in your chiropractic practice:

1. Listen actively: Make sure to fully listen to patients and understand their concerns and needs.
2. Use clear language: Avoid using technical jargon or medical terminology that may be confusing to patients. Instead, use clear and concise language that is easy to understand.
3. Clarify any misunderstandings: If you notice any misunderstandings or confusion, take the time to clarify and explain things to ensure that patients fully understand their treatment plans and expectations.
4. Follow up with patients: Regularly follow up with patients to check in on their progress and address any concerns or questions they may have.
5. Use patient portals: Consider using patient portals or other online communication tools to make it easier for patients to communicate with you or your team.
6. Encourage open communication: Encourage patients to ask questions and express any concerns they may have. This will help you better understand their needs and provide more personalized care

Seek feedback: Ask for feedback from patients on how you can improve your communication and use this feedback to make any necessary changes.

In my office, we were very big on communication. It was not just with our team but even more so with our patients. I knew early on that miscommunication is truly the downfall to all things. And if I wanted to have long-term patients in my office to serve their wellness needs, I needed to have clear communication.

When it came to a patient starting care, I wanted to have clear communication to guide them through each and every step. Because what I noticed is when a patient decided to leave the office, not be content with the care we provided, etc., it was always due to a lack of communication.

I cannot emphasize this enough but to have these systems in place, patients will greatly appreciate it and with the ease of technology, there is so many ways you can communicate with your patients.

One of the things we did often was during a progress exam, we would use a progress form to see where they were, give us feedback as a staff/team and to the Chiropractor and then ask if there are ways we can improve.

I will never forget when a patient of mine wrote down, talk slower. I made sure on every single visit there on after, I would talk slower and I even ask him from time to time, how am I doing with my talking speed and please let me know if I get too ramped up. I have a tendency to talk faster than the norm.

Long story short, the patient appreciated how I made the change immediately and thankfully over a 1.5 year period, he only had to remind me 2 times. He ended being a patient of mine until I ended up closing my office and moving out of state.

Mistake #7: Lack of Strong Online Presence:

Here are some steps you can take to build a strong online presence for your chiropractic practice:

1. Create a website: Develop a professional website that provides information about your practice, your services, and your team.
2. Use social media: Use social media platforms, such as Facebook, Instagram, and Twitter, to connect with patients and share information about your practice.
3. Claim your online directories: Make sure your practice is listed in local online directories, such as Google My Business, and claim your listings to ensure that the information is accurate.
4. Use SEO: Use search engine optimization (SEO) techniques, such as keyword research and meta tags, to help your website rank higher in search results.
5. Create valuable content: Create valuable content, such as blog posts or articles, that provide information about chiropractic care and help position you as a trusted resource.
6. Engage with patients online: Engage with patients online by responding to comments and reviews, sharing relevant content, and interacting with them on social media.
7. Monitor and track your online presence: Regularly monitor and track your online presence to understand how patients are interacting with your practice online and identify any areas for improvement.
8. Create a Podcast: podcasting can be another avenue for you to create great content, share what Chiropractic means to you and you can use the video content for social media marketing.

Online marketing or a strong web presence does not take as much hard work as you may think. There are many ways you can utilize the things you are going to do in your office anyhow and build upon that to truly create a stronger web presence.

In my office, we were ranked #1 in Google Places for majority of the time. If not, we were ranked #2. Due to having a strong online presence with our website, active FB and IG pages and so forth, if you looked up Chiropractor in La Grange IL, we would of showed up as #1 on the page but not only that, we had about 3-4 more pages showing up on the top 10. The best we had at one point was 8 out of 10.

It is important to have a strong online presence because this works for you 24/7 without you having to much.

In my eBook I wrote, “3 Secrets to Attract New Patients with Ease,” I share how we were able to get into those rankings and what it took to maintain that. [CLICK HERE](#) to learn more.

Mistake #8 - Inadequate Energy Management

Here are some tips for improving time management in your chiropractic practice:

1. Set clear goals: Determine what you want to accomplish and prioritize your tasks accordingly.
2. Use a schedule: Use a schedule or planner to help you stay organized and manage your time effectively.
3. Avoid multitasking: Focusing on one task at a time can help you work more efficiently and avoid wasting time switching between tasks.
4. Delegate tasks: If you have staff, consider delegating tasks to them to help free up your time and allow you to focus on more important tasks.
5. Use technology: Use technology, such as project management software or productivity apps, to help you manage your time more effectively.
6. Take breaks: Make sure to take breaks to rest and recharge, as this can help you work more efficiently.
7. Avoid distractions: Try to minimize distractions, such as checking emails or social media, while working to help you stay focused.

In the business world, they discuss a lot about time management, but the deeper way to be more productive is through energy management. When we are in a state of flow, we get so much more done in such a short period of time.

In 2022, I had 94% of my clients increase their wealth, break records and experience less work and more fulfillment. I know 94% seems very high but I am very big into calculating the success of my clients because this is why I ended up focusing on coaching full time.

One of the secrets to this process is not business advice, new strategies, automation, funnels, VSLs, FB ads, IG ads, etc. What truly created this process was changing their energy, changing their consciousness level.

When we do this, then align with business principles, growth is usually what follows because we are more in alignment. And as a Chiropractor, we truly understand the power of alignment and what it does for our bodies. Well, it is the same thing when we have our mind, body and soul in alignment to what we do.

I learned this first hand when I took my practicing hours from 28 to 18 per week. In 6 months we broke records. When I did it again from 18 to 14.5 hours per week, in 6 months, we were breaking records again. These records were patient visits per week and financial records.

How is this possible? Energy management.

If you want to learn how to create this for your office and your life, [CLICK HERE](#).

Mistake #9 - Not having a referral network

How can you build up a referral network?

1. Creating a referral network by building relationships with other healthcare professionals in their area, such as family doctors, orthopedists, and physical therapists. Or if you are pediatric chiropractor, focus on pediatricians, doulas, midwives, lactation consultants, PTs who focus on pelvic floor (before birth and after) and much more.
2. Reach out to local businesses and community organizations to establish relationships and offer their services as a resource.
3. Create a referral program by offering incentives to current patients who refer new patients to the practice. This could include discounts on services or a gift card for referring someone to the practice.
4. Creating an online presence is a great way to reach potential referrals. This could include creating a website, using social media platforms, and creating a blog to share valuable content and resources with potential clients.

In my 3 Secrets to Attracting New Patients with Ease, I discuss the importance of referrals and share some of the strategies that we used to have a huge referral practice. It is truly the way we grew our office the most. For more information on the eBook, [CLICK HERE](#).

In a course I share, I break down 8 ways to attract new patients and one of the big ones is what we are sharing here, a referral network. I cannot tell you how important this is to have established in your community and to continue to nurture these relationships and much more.

I have a video course to where I share 8 different ways we attracted new patients in our office. [CLICK HERE](#) for more info.

Lastly on this topic, in a podcast episode, I share the reason why you want to focus on having referrals as your main source of new patients from a conversion perspective and much more. [CLICK HERE](#) to listen.

Mistake #10 - Lack of Automation with Tech

There are several ways that chiropractors can take advantage of technology to streamline operations:

1. Use electronic health records (EHR) software: Implementing EHR software can help you manage patient records and data more efficiently, reducing the time spent on administrative tasks.
2. Use online scheduling: Allow patients to schedule appointments online, which can save time and reduce the workload for your staff.
3. Use online payment options: Offer online payment options, such as credit card payments or electronic funds transfer (EFT), to make it easier for patients to pay their bills.
4. Implement telemedicine: Use telemedicine tools, such as video conferencing software, to provide remote consultations and follow-up care to patients.
5. Use marketing automation software: Utilize marketing automation software to streamline your marketing efforts and save time on tasks such as email campaigns and social media management.
6. Use project management software: Use project management software to help you track tasks and projects and stay organized.
7. Use practice management software: Implement practice management software to help you manage appointments, billing, and other practice-specific tasks more efficiently.

Something like EHR is a no brainer and a must to practice but technology can be used in so many ways. I believe this list could be 20-30 different things we can do in our office.

The purpose of technology is to make things easier, more streamline and less stress on you, the doc, and your team.

There are even Chiropractors that I have coached to where they do not even have a staff and use technology to make this possible. I don't think this option is for every doctor as I would prefer to have someone human at the front desk which adds more energy but there are docs who prefer this and I think with today's of technology, it is easily available to do so.

But you want to have multiple systems set up to where your practice is automated to grow and scale.

One of the big things I have seen from Chiropractic offices and Business Owners I coach that cause issues with their growth and end up hiring me as a coach is because they cannot scale and when we review the business, tech is usually one of the things that is holding them back.

In today's world, you can have an automated business grow, scale and expand by using the right systems, in the right way.

If you want help with this to scale your business to 2X or 10X or 20X, [CLICK HERE](#) to learn more and connect with me.

At the end of the day, running an office, we want to make sure that we are doing all that we need to lower resistance and friction within the office and help it run smoother than the synovial fluid in our joints.

I had to bring something joint related into the mix as you may remember from Chiropractic school, synovial fluid has less friction than ice.

But, at the end of the day, you reviewing this list, you may feel you need help in 1-2 categories or maybe you feel overwhelmed that you need help in all 10, regardless of where you are, start with one and work on only that one until it is fully integrated in your practice.

Once this happens, then you start to work on the next one and so forth. And if you want to accelerate the process and have someone who has used all of these systems to create a practice of stability, experience TRIPLING your sales while 6X your profits in 3 years, and much more, [CLICK HERE](#) to set up a time to chat.

Here are six reasons why you would want to hire a Chiropractic coach:

1. Expert guidance: A chiropractic coach can provide expert guidance and support on various aspects of running a chiropractic practice, such as marketing, financial management, and employee management.
2. Customized support: A chiropractic coach can work with you to develop a customized plan that meets your specific needs and goals.
3. Increased efficiency: By working with a coach, you can increase efficiency and streamline your business processes, freeing up time and resources to focus on other areas of your practice.
4. New perspectives: A chiropractic coach can provide new perspectives and ideas that can help you grow and improve your practice.
5. Professional development: Working with a coach can help you develop new skills and knowledge that can benefit your practice and your career.
6. Increased accountability: A chiropractic coach can hold you accountable to your goals and help you stay motivated and on track.

On top of that, here are 5 reasons to hire a Business Mindset Coach:

1. mindset coach can help you develop the skills and mindset needed to achieve your business goals and succeed in your career.

2. To increase your confidence and resilience: A business mindset coach can help you build the confidence and resilience needed to handle challenges and setbacks that may arise in the course of building a business.
3. To overcome limiting beliefs: If you have negative or self-defeating thoughts that are holding you back, a business mindset coach can help you identify and challenge those beliefs and replace them with more positive and empowering ones.
4. To set and achieve goals: A business mindset coach can help you set clear, specific, and achievable goals, and develop a plan to achieve them.
5. To get a fresh perspective: A business mindset coach can provide a fresh perspective on your business or career, and help you see things in a new light. This can be especially helpful if you are feeling stuck or uncertain about the direction of your business.

Working with me, I blend both of those worlds together to help you, specifically, the Chiropractor but also, help grow your business while having the right mindset to create the growth you desire to experience.

[CLICK HERE](#) if you want to get UNSTUCK in your business, achieve results quicker, have someone who is in your corner holding you accountable and creating success EFFORTLESSLY.

Here is some of the results Chiropractors have experienced working with me:

- Dr. Vic has an **AMAZING** ability to help you have a **SOLID** mindset to gain **CLARITY** in all aspects of life, **NOT** just in business. People don't realize how important one's **MINDSET** is and how it plays a role in our lives and Dr. Vic truly has that part dialed in to **HELP YOU**.

Dr. Steph - Chiropractor

- Since working with Dr. Vic, I saw a **165% GROWTH** in sales in just **6 months** and the beautiful part is, we didn't do anything **NEW** or any marketing strategies for the business. We just focused on my **mindset, limiting beliefs, subconscious mind**, and where I put my energy and focus.

Dr. Amanda S. - Chiropractor

- With one phone call with Dr. Vic, I **INCREASED** my profits by **138% MONTHLY** and continued to **MAINTAIN** that growth monthly throughout the year!

Dr. Paty - Chiropractor

- Since coaching with Dr. Vic, I have seen in my own business a **207% GROWTH** in sales in just **7 MONTHS**.

Dr. Mike L. - Chiropractor

- I recently started my own Chiropractic business and have sought his advice and expertise the **time** he has **saved** me **plus** the **increase in profits** is awesome!

If you are looking to create **prosperity** in, not only your business but **every** aspect of your life, Dr. Vic is the man **to coach with** to help you **achieve your dreams**.

Dr. Hong L. - Chiropractor

I hope this helps you expand and evolve in your business, practice and achieve the big result that I believe we all seek, the freedom we choose to be a business owner.

All the best and talk soon!

Dr. Vic Manzo Jr.

Business Mindset Coach

Certified Pediatric Chiropractor

3X Author

Podcaster

Speaker