

A group of diverse children, including a girl in a white shirt and a girl in a blue shirt shaking hands, with other children in blue shirts in the background. A soccer ball is visible in the background.

# The Closer™

SMC

# The Closer™

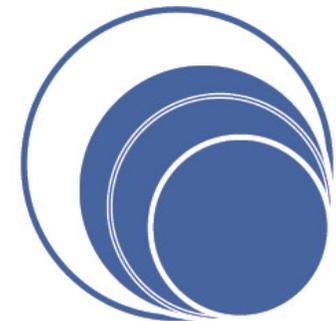
R | P | O | I | L

Box 4

Seal the deal  
when the  
doctor rings  
because  
of your  
recruitment ad.

**Money Made**

**Money Saved**



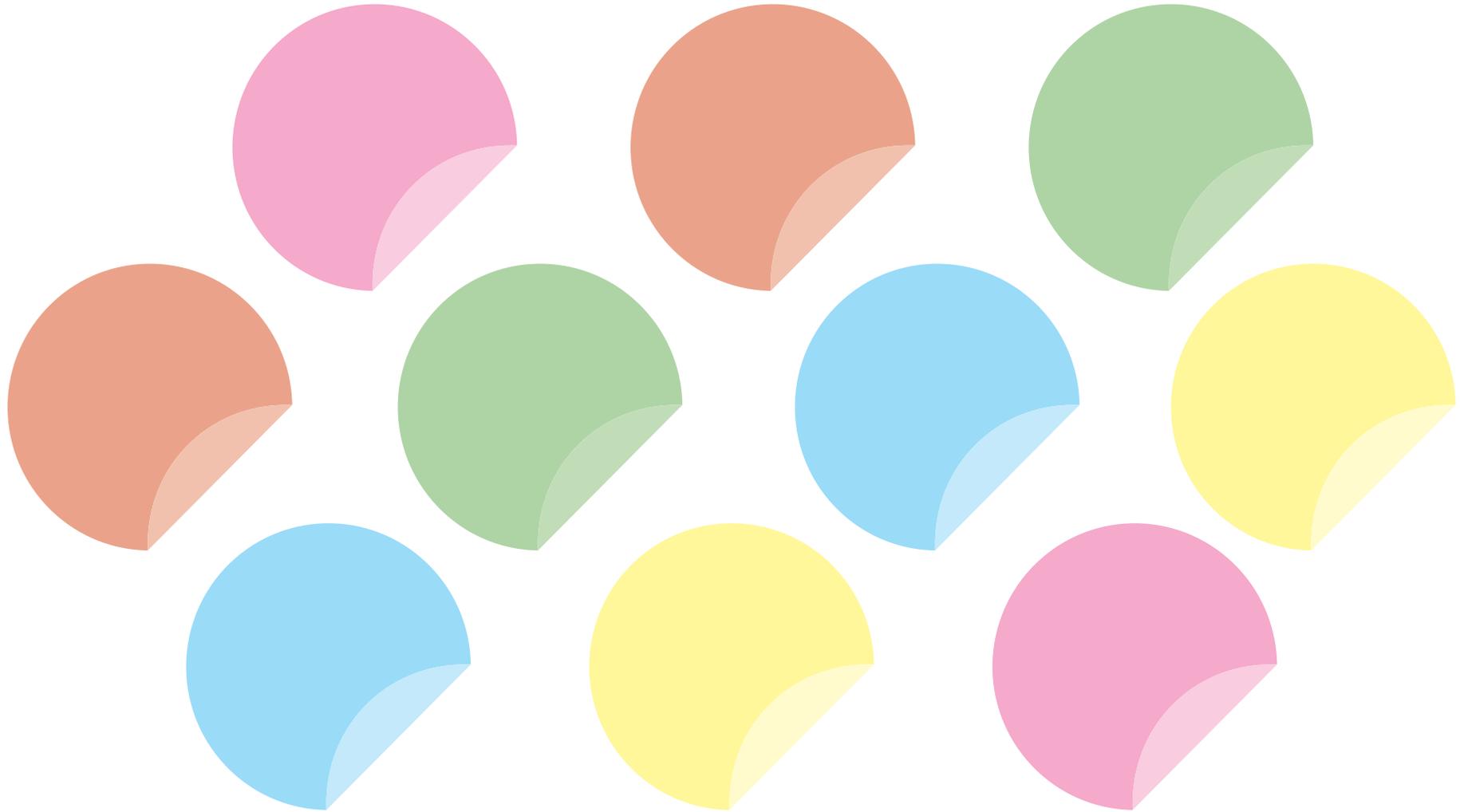


PRE - VISIT AUDIT				
Source	Positive	Negative	Neutral	Thoughts
AHPRA				
Google				
Facebook				
Instagram				
LinkedIn				
CV				
Other				





# Ten ways to WOW



# Pre-Visit Audit

Source	Positive	Negative	Neutral	Thoughts
AHPRA				
Google				
Facebook				
Instagram				
CV				
Other				

# Checklist for Both Parties

## GP Suitability Checklist

Item	Comments
Presentation	
Special Skills	
Experience	
Aspirations	
Best Day	
Worst Day	
Love Doing	
Loathe Doing	
Typical Day Design	
Typical Week Design	
Income New	
Income Aspiration	
Time New	
Time Aspiration	
Systems Experience	
Other	
Holiday Leave	

## Checklist for Both Parties

### Clinic Suitability Checklist

Item	Comments
Leadership	
Physical Room	
Consultation Room	
My Room	
Treatment Room	
Reception	
Waiting Room	
Amenities	
Travel Time	
Clinical Software	
Other Tools	
Meeting Cadence	
Practice Manager Meets	
Ideal Time (hrs/days)	
Holiday Leave	
Important to me	
Sort of Important to me	
Income Goals	
Alignment	
Service Agreement	

# GP Case Study Template

<b>Introduce Self</b>	<b>Thank Them</b>	<b>Tell us About You (Professional + Personal)</b>
<b>When Did you Join us? (Ideally &gt;12 months) Why Did you Choose us?</b>	<b>Why this Particular Type of GP Work? (Especially Relevant if Made)</b>	<b>Describe your Experience With us</b>
<b>What Have you Learnt With us?</b>	<b>What Would you Say to Someone Who is Thinking of Joining us?</b>	<b>Anything Else you Would Like to Say While I've Got You?</b>

# Service and Facility Agreements

Notes

## Notes

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