



American Association
of Physician Liaisons, Inc.

Positioning Value in Every Physician Visit

Join us for a Webinar on April 12

REGISTER NOW

Space is limited.

Reserve your Webinar seat now at:

<https://www3.gotomeeting.com/register/533406934>

Presented by:

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Consultant
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Sr. Physician Liaison
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Earning time with the physician has never been more of a challenge. The role of the liaison is to create relationships and encourage a strong, collegial partnership with the practice. To do this requires the right level of conversation with the right person in the practice at the right time. In this webinar we'll discuss methods and motivations- the doctors and yours- and how to ensure we position value in each visit. We'll start with getting time and we'll end with ensuring they want you back!

Three objectives/take homes tools for attendees:

- a. Discuss techniques to ensure you add value with every visit.
- b. Develop new methods of positioning the liaison role for the changing times.
- c. Ongoing gatekeeper management and methods to introduce the right topics for the right audience within the practice.

Title: *Positioning Value in Every Physician Visit*

Date: Friday, April 12, 2013

Time: 11:00 AM - 12:00 PM EDT

After registering you will receive a confirmation email containing information about joining the Webinar.

System Requirements

PC-based attendees

Required: Windows® 7, Vista, XP or 2003 Server

Mac®-based attendees

Required: Mac OS® X 10.5 or newer

Mobile attendees

Required: iPhone®, iPad®, Android™ phone or Android tablet