

This reference guide aims to define internal and external strategies and methodologies to acquire, manage and retain referrals in a managed care environment. It provides an understanding and means of identifying and capitalizing on existing and new referral opportunities after learning the intricacies and dynamics of referral acquisition, management and retention. A major portion of the book deals with recruiting, training, compensating, managing and monitoring a healthcare sales team.

Etno Lab (English and Spanish Edition), Leaders and Intelligence (Studies in Intelligence), The Manhattan Family Guide to Private Schools and Selective Public Schools, Moonlight Sonata for Piano and Soprano Saxophone - Pure Sheet Music By Lars Christian Lundholm, Complete Pebble Mosaic Handbook,

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