

Chiropractic ECONOMICS

THE MAGAZINE DEDICATED TO PRACTICE GROWTH AND PROSPERITY SINCE 1954



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7 ways to get respect

By Monica Wofford

You did it! You graduated from chiropractic college and have the credentials. Now you can open a practice or, more likely, become part of a practice already in place. You are a doctor now, and are looking forward to practicing and running your own business without being accountable to someone else.

It's down to business and everyone ought to listen up because you have earned the right to tell them what to do.

You surely don't believe that, do you? Just because someone doesn't have your qualifications doesn't mean they don't deserve your respect. Without a CA, office manager, or massage therapist, you wouldn't be able to do what you are now qualified to do. It takes a team to lead a practice and that team deserves your respect. And you deserve to give them the opportunity to earn yours as well.

Here are some things that may help speed up the process on both sides of the equation.

1. Acknowledge your competencies. You have skill areas in which you are gifted and areas in which you are not. Excel in your skills and be generous with that knowledge, but know when to admit you might not be as good as others in your office.

2. Be compassionate. Don't make people feel as if they aren't good enough. Be compassionate of others' choices and realize your choices (such as your choice to get a higher education and training) are just that — yours.

3. Care about what you do. Amidst the daily routines of paperwork, sign-in sheets, repeated adjustments, chit-chat about the weather and office politics, the excitement of running a practice can wear thin.

When it does, if it does, be aware of the impact it might have. If people around you stop believing you

care, they will wonder why they still do.

4. Care about what they do. One way to gain someone's respect is to show you care. Be sincere, clear, and caring. People like to know you care.

5. Be consistent. People make mistakes. The first mistake you make and attempt to fix will more than likely be forgiven.

However, keep in mind that mistakes are different from inconsistencies. Make every effort to do as you say you will do, and honor the commitments you make. It may be tough at times, but people respect those they can rely on and trust.


6. Be congruent. Respect the rules and guidelines concerning employee-employer relationships. Among all of them, one simple rule of thumb stands out: Treat everyone equally.

Give everyone equal access to skill sets and opportunities and provide everyone a chance to contribute. Make decisions about rewards and consequences by using a congruent system. Incongruent or inconsistent treatment can lead to larger challenges.

7. Open the door. People tend to respect those they believe are approachable. Give those you work with a chance to get to know you.

Whether that means you have an open-door policy or you simply engage in friendly, personable conversation with those who keep up with the details of your day, patients, and practice, the choice and the results will be yours.

Respect doesn't come in a title, degree, or all in a day's work. It comes to you when you give it, and stays with you when you work at it.

Congratulations on having "made it" to the top by being your own boss, but don't forget that in order to be a leader, you have to have followers — and it sure helps if they have respect for and from you. 



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