Podcast 16

How To Increase Your New Patient Conversion Rate Following The Initial Consultation

In this podcast, we interview Dr Mark Attalla from Chelsea Cosmetics Melbourne and learn how Dr Attalla increased his new patient conversion rate from 50% to 90%.

* About Dr Mark Attalla [1:02]
* His initial consultation experience [2:45]
* Paying attention to the small details [3:40]
* It is a full team effort [5:39]
* Learning from the clients [8:03]
* No one-size-fits all solution [9:42]
* He shares his online marketing tips [14:25]

Dr Attalla completed his MBBSa from Alexandria University of Egypt in 1987 then completed his general surgery training in a teaching hospital in Egypt. After completing his Master’s Degree in General Surgery, he made the decision to move to Australia where he received his intensive training in various types of cosmetic surgery procedures guided by the best cosmetic surgeons from Australia and overseas. With over 20 years of experience, he places patient safety and satisfaction as his top priorities. He is a fellow of the Australian College of Cosmetic Surgery and also a member of the International Society of Stem Cells Research at the Australasian Society of Stem cells Research.

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Chelsea Cosmetics Melbourne

You can find out more about Dr. Mark Attalla and the dedicated, highly-experienced and patient-focused paramedical staff and administrators at Chelsea Costmetics who are all committed to delivering the highest quality of care. Get in touch with any questions you have by calling them at (03) 8822 3472.

<https://www.chelseacosmeticsmelbourne.com.au>

The [**Online Marketing For Doctors podcast**](https://onlinemarketingfordoctors.com.au/podcast/) is designed to help you, the motivated healthcare practitioner, to implement clever effective marketing ideas that you can use to GROW and SCALE your practice into the empire it deserves to be.

Our podcast not only inspires you but provides clear steps for rapid, profitable action.

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[**What topics would you like?**](https://www.surveymonkey.com/r/FVWYYDJ)

[**Click here to let us know.**](https://www.surveymonkey.com/r/FVWYYDJ)

If you want to be one of our guests on the show, we’d love to hear from you. Please [fill out this form](https://onlinemarketingfordoctors.com.au/podcast-guests/) so we can contact you to organize you getting onto the show.