



Summary of Content

The Complete Sclerotherapy Book Collection, Multiple books on Sclerotherapy, Sclerotherapy Manual for Doctors, Sclerotherapy Manual for Nurses, How to Bill Sclerotherapy, 101 Question all therapist should know on Sclerotherapy, and more Based on the experience of having treated thousands of patients for more than 26 years dedicated exclusively to the treatment of Varicose Veins. These are Sclerotherapy Books Protocols, these are Sclerotherapy Manuals that guide the Dr Step X Step.





Welcome to

Sclerotherapy Book Collection

- 1.- Overview of the Collection
- 2.- Demand to Purchase the Collection
- 3.- Motivators to Learn Sclerotherapy
- 4.- Target Audience of the Collection
- 5.- About the Sclerotherapy Manuals
 - A.- Table of Contents
 - **B.- Chapter Contents**
 - C.- About the Authors
- 6.- Summary of each Sclerotherapy Book

7.— How to Contact US.

Visit us at:

Web Site www Sclerotherapy Books .com

Send Correspondence to Crown Medical 6785 SW 40 St Miami, Fl 33155

Or Call us at (786) 587 -3202



Welcome to the first and only

Sclerotherapy Book Collection

Benefits



It fulfills a demand never met, such as the first and only Sclerotherapy Manual for Nurses, whom are the true therapists in the procedure of Sclerotherapy.



It is more than a book, it is a complete system. Comprised of numerous books as components of a franchise. Covering all concepts of billing, procedure techniques, and administrative management control. Thus, supplying the need every medical professional has in order to successfully implement Sclerotherapy.



It based on the true life experience of doing Sclerotherapy and Sclerotherapy only for more than 26 years in different locations throughout the USA. Giving the Dr & RN a Practical Approach, of what and when to do each element within the Sclerotherapy Cycle.



It easy to follow, each manual is fully illustrated with more than 144 medical illustrations.



It is already translated into Spanish. Opening up the marketability to more than 26 other Countries.



This is really the system behind a "Sclerotherapy Franchise." Multiple books in one logical unit, supplying a demand that has never been fulfilled.

The 1st and only "Sclerotherapy Book Collection", based on the practical experience of more than 26 years of Doctors, Nurses, and Administrators dedicated "Exclusively to the Treatment of Varicose Veins with Sclerotherapy."

These medical manuals are complete protocols, which take the professional step by step through the complete Sclerotherapy Cycle, covering all the details which guarantee a successful procedure.

This collection covers the A to Z of Sclerotherapy with a practical and comprehensive approach. It is very important to underline that these are "real medical manuals." Manuals objectively written for daily use. They are based on what we call today medical evidence books. More than a collection of books on one subject it is the system of a "Sclerotherapy Franchise."

New to the Book industry is the fact, that for the first time there is a specific "Sclerotherapy Manual for Nurses". Nurses have always been the backbone of sclerotherapy. They are the true therapist of this procedure, for they are the ones that apply the sclerotherapy injection/techniques, but have never had access to a formal book that fits their needs.

Thus, this collection is perfect for those whom pretend to establish this procedure in their office or medical center. Since it gathers every necessary element to be successful in Sclerotherapy.

The "DEMAND" for the Collection



This is presentation is only for executives and is not an article. Therefore we will go straight to the point.

The Demand to learn Sclerotherapy has never been higher, and it will continue to sky rocket because:

A.– The Baby Boomers, are now beginning to need and request this type of service. Thus, creating an unprecedented high demand for sclerotherapy.

B.– The COSMETIC Consciences, of the need to look better and look younger is growing every day. Sclerotherapy, is part of the cosmetic industry.

C.– The Medical Schools need to have Up-To-Date curriculum. For Medical Schools to be competitive and attract more students they must teach useful procedures which are on-demand. This critical fact is what sets apart Medical Schools whom provide meaningful instructions to their students from a mediocre medical school. Sclerotherapy is one of these demanded procedure which attack many students.

D.— The Implementation is Fast, Easy, and Simple. To implement Sclerotherapy, to learn Sclerotherapy is a no brainer. It does not take any equipment to buy or thousands of dollars. There is nothing to get obsolete and requires only the use of a needle. It is a procedure that with a set of good and reliable manuals based on true experience is fast, easy and simple to implement.

E.-The Expansion of the Demand. Every one is a potential customer, specially woman, from 18 to 80 + years of age. In addition, we must also consider the impact other factors have on the demand of sclerotherapy such as, the Ad campaign in PAD will have in sclerotherapy.

The "DEMAND" for the Collection



F.— (US MARKET ONLY) The Uncertainty in the Medical Field, Today the medical field is changing. Doctors do not know what is going to happen with their income. Creates a demand to learn a procedure that they can get paid directly, by the patient and not depend on HMOs, INS. Therefore doctors will be looking for this type of book, these type of manuals.

G.– It is a COLLECTION. Crown Medical Sclerotherapy Books is a specialized collection, not a isolated "Book on Sclerotherapy." Once you get the client

they will be coming back for the rest of collection. Therefore we know exactly what those buying the first book will need next, It is a system sold in units.

For example, a your client will ask themselves, "Once I perform sclerotherapy how do I bill this procedure? Answer: "You need to buy the book <u>How to Bill Sclerotherapy</u>".

H.— It is a Practical Approach. These manuals are based on the practical experience of having treated thousands of patients of all ethnicities with all kinds of varicose veins. It guides the professional step x step through the complete Sclerotherapy cycle. With a practical and down to earth approach of what they need when they need it. In summary, these manuals give the medical professional what they truly want.

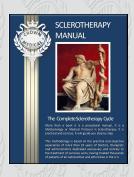
I. It is Rewarding. This procedure is very rewarding from an economical point of view and is low in risk, which is what any experienced doctor or RN would want to have. Therefore, so this collection supplies these needs to personnel that have the money to spend and to change.

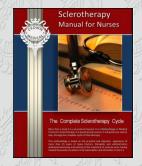
Look at the following ad, for the motivators of our clients....



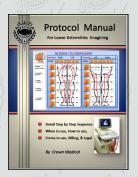
to purchase the
Sclerotherapy Collection

www Sclerotherapy Books .com











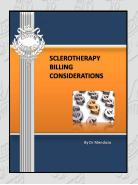














How much does Sclerotherapy pay?

Sclerotherapy is very rewarding. Let's look at samples you could charge for each therapy session, depending on your geographical location. Reimbursements shown are from MEDICARE reimbursement rates, determined by zip codes (for your specific zip code go to our web site). Cash column is determined by increasing Medicare rates by 25%. In many instances cash or standard prices are 100% more than Medicare rates.



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State	Zip	City	Medicare	Ins /Cash
Florida	33182	Miami	\$ 187.42	\$ 234.27
N Carolina	28204	Charlotte	\$ 161.84	\$ 202.30
New York	11415	Queens	\$ 205.47	\$ 257.14
Minnesota	55401	Minneapolis	\$ 169.57	\$ 211.96
Texas	77201	Houston	\$ 177.83	\$ 222.28
Washington	98101	Seattle	\$ 169.56	\$ 211.96
California	90012	L.A.	\$ 192.59	\$ 240.73

First Visit
Cost per therapy
Number of therapies

National Average = \$878.00

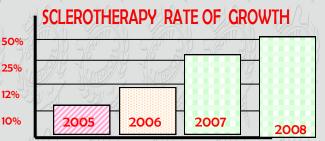
National Average = \$ 180.61

National Average = 12

Total therapies per patient National Average= \$ 2167.61

National Average per Patient = \$3,040.00

Columns
Represent
% of Growth,
from prior years



Another important factor to consider is the rate of growth for this type of procedure. Above is the trend for Sclerotherapy in the last 3 years and when you consider the coming of age for the baby boomers, it's bound to bring an enormous demand for this service.



LOOK AT THE BENEFITS WAITING FOR YOU

Complete and Comprehensive Sclerotherapy Manuals

Increase your INCOME dramatically

Work a normal schedule

Get the respect you deserve

💎 Become a Specialist

) Establish a business, Be your own boss

Get paid directly, Don't depend on Insurances or HMO's

Eliminate your risk and exposure; work with less stress

Apply today, Seats are Limited Call (786) 587–3202

www. Sclerotherapy books.com

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Income

Become a Varicose Veins Specialist





A Real Opportunity for MDs, as well as for their staff of RNs or PAs

Target Audience for Sclerotherpay Manuals

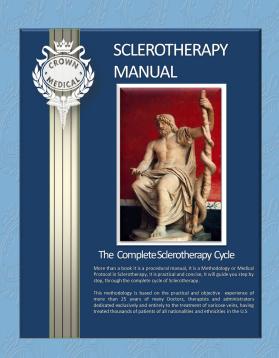
Sclerotherapy Manuals

- 1.- Medical Doctors (MD)
 Family Practice
 General
 Internal Medicine
 Emergency
- 2.- Registered Nurses (RN)
- 3.- Advance Registered Nurses Practitioner
- 4.- Physician Assistant (PA)
- 5.- Doctor in Podiatry Medicine (DPM)

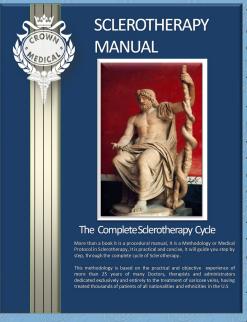


Other Sclerotherapy Manuals

- 6.- Administration
- 7.- Billing
- 8.- Ultrasound Tech.
- 9.- Marketing Personnel
- 10.- Accounting & Purchasing



DOCTORS MANUAL



This 425 page manual that covers all a doctor needs to know, in order to successfully implement Sclerotherapy Procedure in his/her office or center.

The methodology presented is based on the practical and objective experience of numerous doctors, therapists and administrators whom have been dedicated exclusively and entirely to the treatment of varicose veins for more than 26 years, having treated thousands of patients of all nationalities and ethnicities in the U.S

All the elements, techniques, and protocol involved in Sclerotherapy, are explained via the Sclerother-

apy Cycle ten step graphic.

All elements and phases of Sclerotherapy are broken down both from a medical and managerial point of view.

Each chapter/step constitutes a milestone within the Sclerotherapy cycle. Chapters are presented in the same logical order in which the task occurs when treating a patient's varicose disease.

Checklist are provided to establish a communication interface between all personnel involved doctors, nurses, therapists, and administrators. This system guarantees you will be able to truly learn Sclerotherapy, from A to Z.



Covers the Complete Sclerotherapy Cycle



Both manuals, of Doctors and Nurses have the same table of contents, because they both follow the same life cycle of sclerotherapy





Sclerotherapy Manual for Doctors

Front Cover



SCLEROTHERAPY MANUAL



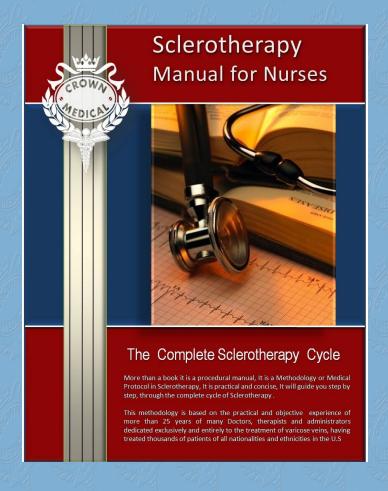
The Complete Sclerotherapy Cycle

More than a book it is a procedural manual, It is a Methodology or Medical Protocol in Sclerotherapy, It is practical and concise, It will guide you step by step.

This methodology is based on the practical and objective experience of more than 25 years of Doctors, therapists and administrators dedicated exclusively and entirely to the treatment of varicose veins, having treated thousands of patients of all nationalities and ethnicities in the U.S

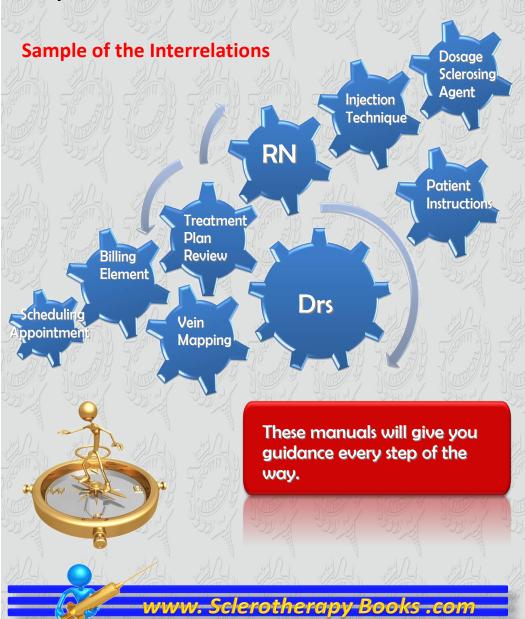
Sclerotherapy Manual for Nurses

Front Cover

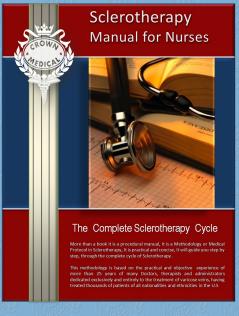


Interrelation Between DR & RN

These are practical manuals. Each cover and explain the interrelations/ tasks between Dr. and RN, demonstrating how the Sclerotherapy Cycle really works.



RN MANUAL



Sclerotherapy Manual for Nurses has been prepared especially for Nurses. As with the doctor's manual the Sclerotherapy Cycle is divided in 10 Steps.

Each step of the Sclerotherapy Cycle is examined and broken down for the need of each professional. Each chapter/step is presented in the same logical order in which the task occurs when treating a patient's varicose disease.

All elements and phases of Sclerotherapy are broken down both from a medical and managerial point of view. This system will guarantee you will be able to truly

learn Sclerotherapy, from A to Z.

This book has been tailored to summarize the RN responsibilities. Checklist summarizing the RN's responsibilities can be is found at the end of each chapter.

The methodology presented is based on the practical and objective experience of numerous doctors, therapists and administrators whom have been dedicated exclusively and entirely to the treatment of varicose veins for more than 26 years, having treated thousands of patients of all nationalities and ethnicities in the U.S More than a book it is a procedural manual which brings to you the Methodology or Medical Protocol in Sclerotherapy.



TABLE OF CONTENTS (a practical approach)

The professional identifies quickly with are manuals because of how they are presented, practically written and supported with hundreds of medical illustrations. Let's look at our Table of Contents, which it proves that a picture is worth a thousand words.





SCLEROTHERAPY MANUAL TOC

Table of Contents

Chapter No 1

Eleven Steps of the First Visit
Physical Examination
Functional Tests
3D Venous Map
Venous Classification—Multifactor Scale
Differential Diagnosis
Managing Therapy Options
Review & Charts, Summary of the First Medical Visit

Chapter No2 The 3D Venous Map

Objective and Benefits of the Venous Map Venous Map Procedure for Filling out the Venous Map International Venous Classification (CEAP) Varicose Vein Scale and Categories Charts and Summary of the Steps for 3D Venous Map

Chapter No 3 Vascular Tests

Types of Vascular Tests
Arterial Doppler
Steps for Arterial Doppler
Arterial Imaging
The How and Why of Venous Examinations
Techniques Used in the Examination
Deep Vein System
Superficial Vein System
Summary of Vascular Tests

Chapter No 4 Evaluating Test Results

List of Sclerotherapy Indications
List of Contraindications
Results Derived from the Second Visit
How to educate the Patient, Avoid Problems
Informed Consent
Charts and Summary of the Second Visit

Continue in next pages......

SCLEROTHERAPY MANUAL TOC

Chapter No 5 Therapy Estimates.

Evaluating Test Results
Importance of Estimates, Why do we need estimates
Problems with the Estimates
Methodology for Making Estimates
The Six Steps methodology
Patient Index-Mathematical Formula
Therapist Index-Mathematical Formula
Estimate of Required Therapies
Mathematical Formula
Cost of Therapy
Determine your price level
Patient expectation
Charts and Summary of How to Make
Sclerotherapy Estimates

Chapter No 6 Treatment Plan

How to prepare a treatment plan
Elements to be considered in the Treatment Plan
The 8 Steps for Developing the Treatment Plan
Goals to be Reached with Sclerotherapy
Pre-Sclerotherapy Recommendations
Summary Chart of the Estimate Process

Chapter No 7 Performing Sclerotherapy

Physiopathology of Sclerotherapy
Classification and Use of Sclerosants
Concentration of the Medication
How to prepare "DOSAGE"
The Dichotomous Technique
The different Sclerotherapy Method or Schools

Chapter No 8 Sclerotherapy Technique

The 13 Steps of Sclerotherapy
The 22 Most Important Injection Techniques
The Second Sclerotherapy
How to Control the Sclerotherapy
Charts and Summary of Sclerotherapy Procedure

SCLEROTHERAPY MANUAL TOC

Chapter No 9 Sclerotherapy Complications

List of Sclerotherapy Complications
Treatment for Each Complication
Urticaria,
Superficial Thrombus,
Skin Necrosis,
Blisters,
Hyperpigmentation, etc.)
Serious Systemic Reactions
Eight Factors that Increase Risk of DVT/PE

Chapter No 10 Sclerotherapy Control & Progress Report

Objectives of Controlling the Progress of Treatment How to prepare a Progress Report Type and Frequency of the Treatment Control Therapist Report on the Progress of Sclerotherapy Physician Report on the Treatment Plan





Manuals are designed with all the details necessary to be totally successful

Comprehensive Vein Evaluation - You will learn all the details to conduct a comprehensive medical evaluation of PVI, from differential diagnosis to Sclerotherapy methods to use, to treating complications. It's a real comprehensive manual.



How to prepare a complete treatment plan - What elements to consider, how to document your medical records in order to avoid possible problems and get paid, how to estimate length of treatments.

Arterial & Venous Doppler and Ultrasound Evaluation - You will learn all the steps and required methodology to be able to incorporate 5 procedures into your practice, increase the accuracy & quality of the treatments while increasing income.



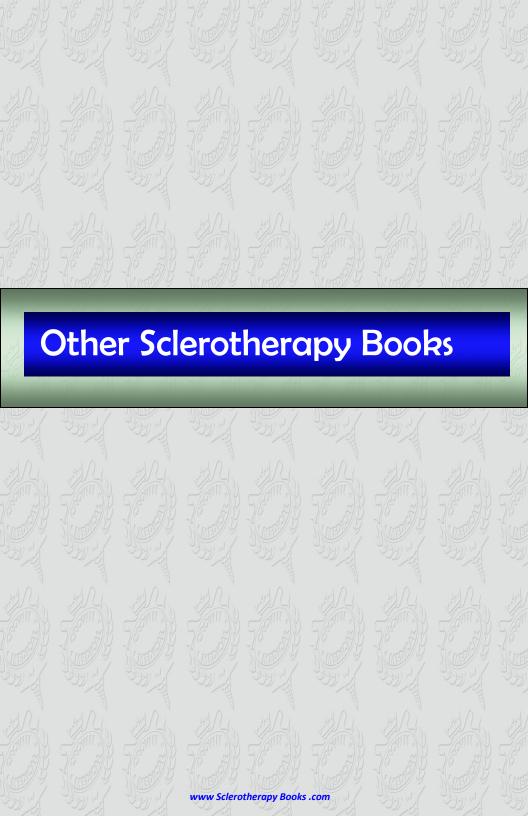
CPT reimbursement Codes: 93965, 93923, 93970, 93925



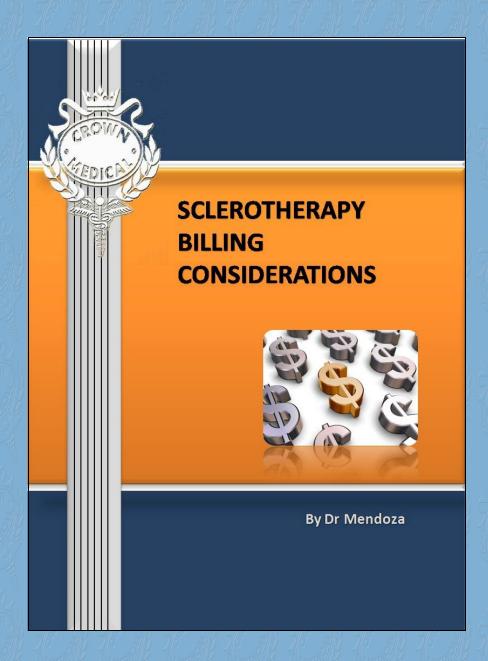
5

The 22 different Sclerotherapy techniques - You will learn all of the different types of Sclerotherapy techniques available. You will learn how to treat complications, and best of all how to avoid them; You will go through the complete cycle of Sclerotherapy.

How to Bill, How to Document, Informed Consent and much more.... You can perform the best Sclerotherapy in the world; you can be the best Doctor; but if you don't know "How to Bill", "How to Document", "How to Protect Yourself"; you could not survive.











All Forms you need in a Medical Office for "Sclerotherapy"



This book is the result of more that 25 of years of practical experience, in the practice of Sclerotherapy through the USA.

It covers all the forms you need to correctly manage and control your practice, while protecting you and your employees. Knowing what, when and How to document your service is a paramount task. One which should not be improvised. But carefully planed





The 22 Injection Technique to Perform Sclerotherapy

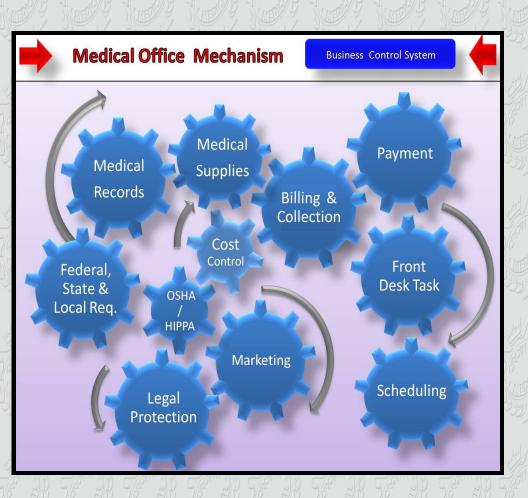


This book explains the different injections techniques that guaranties a successful therapy, and avoiding Sclerotherapy complications or secondary effects due to incorrect injection Technique.



LEARN THE BUINESS SIDE OF SCLEROTHERAPY





With our Sclerotherapy Book Collection you are assured of having the experience you can trust, in order to implement successfully Sclerotherapy.

You can Obtain the Complete Sclerotherapy Cycle, you can get all the necessary elements from the 22 Injection Technique to the Business Components





MEDICAL OFFICE MANAGEMENT



The Complete Cycle

A comprehensive Manual, with all the elements to control and improve your operation.

Practical, Simple and to the point, It is like all Crown Medical Books it is a Step By Step Methodology, on What task to do, and How to do them, in order to protect and improve the flow of your operation

By Dr E. Mendoza , CEO of Crown Medical





101 Questions & Answers All Sclerotherapist Should Know



Exam Preparation for Sclerotherapy Certification

This manual was specially prepared to help the healthcare professional obtain the Sclerotherapy Certification .

It offers the student a complete guide to the most important Concept of each phase of the Sclerotherapy Cycle . Each chapter is structure in three parts , The objective that is going to be tested or concepts per chapters, Sample of the most common or typical questions of the Certification, and the corresponding answers.





The Front Desk Manual



This book is the result of more that 25 of years of practical experience, in the administration of Medical Offices through the USA of Varicose Veins Facilities.

The Front Desk is the face of the Doctor, It covers all the information you need to correctly manage and control your practice, while protecting you and your employees. Knowing what to say, how to say is of vital importance for the growth & safe guard of your practice, a task which should not be improvised. But carefully planed, You never have a second chance to give a good first impression





How to Increase Patient Base for your Medical Office

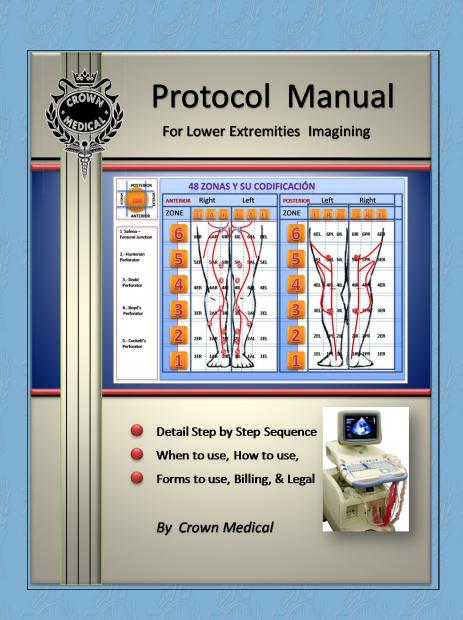


A comprehensive Marketing Plan That works and you can do it!

Practical, Simple and to the point, It is like all Crown Medical Books it is a Step By Step Methodology, on What task to do, and How to do them, in order to increase your patient base.

By Dr E. Mendoza , CEO of Crown Medical









THE 100 MOST COMMON QUESTIONS SCLEROTHERAPY PATIENTS WILL ASK.



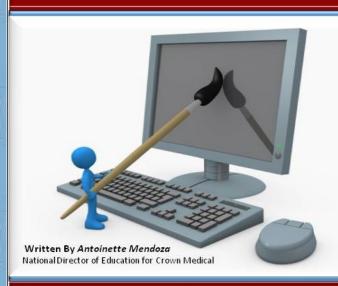
Knowing how to correctly answers the typical question that a Sclerotherapy patient has Is fundamental for the practice, handling there expectations and concern form the very beginning is fundamentals in order to maintain a satisfied patient

A Medical Office or center should speak with one voice having different answer for the same questions makes you look unprofessional and creates avoidable problems.

This is the perfect staff training manual to avoid headaches and increase patient satisfaction, Base on more that 25 years experience of practicing Sclerotherapy Only



How to Design PowerPoint Presentations Effectively





A professional guide that will teach you step by step, how to develop an effective PowerPoint Presentation. In this book you will find all the necessary tips, tools, and techniques needed to create an effective and powerful presentation. You will learn how to design the best backgrounds, sides, and templates for your presentation by applying the 7 Rules for Color

Selection, together with 16 Design Principles. In essence it guides you through the complete development cycle of a presentation. Best of all it is based on many years of experience in PowerPoint presentation development. More than a book, it is a manual that you will consult over and over again.





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