



Medical Tourism Business Membership Program Guide

Start Growing Your Business Today!



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Join Medical Tourism Business

Medical tourism is a term referring to patients who travel outside of their immediate community for healthcare, internationally or domestically, depending on their wants and needs. Patients usually travel to save on healthcare costs, better quality of care, and to access medical procedures not available locally, or in their home country.

Medical Tourism Business is the best solution for medical tourism facilitators who want to heighten and expand their organization. We know the challenges that medical tourism companies face. It is very difficult to establish credibility in this industry and to win patients' confidence regarding the reliability of your services. We provide all the essential manuals, templates, outlines and training that a medical tourism agency requires to grow a successful company.

The medical tourism sector is constantly evolving, and partakers must stay up to date with industry best practices. Our program has been carefully designed and tailored to meet the business needs of our members from around the world. Our outreach currently extends to more than 80 countries.

There is no better way to set yourself apart from the competition than joining our annual membership program and gaining access to a powerful knowledge-based support system.

Certification Testimonial

“The health tourism course I took with Medical Tourism Business was eye-opening for me. It helped me learn a lot about the medical tourism industry as a whole. The topics presented in the course showed me where exactly the facilitator fits in the entire chain and how they can add value to the customer. The chapters walked me throughout the entire process of setting up a medical travel company and offered tips related to best practices, common pitfalls, and advice on how to stand out from the competition in this industry. I highly recommend this course to anyone who is about to embark on his/her medical facilitator journey.” –Stan Touhlov



Medical Tourism Business Has Three Main Objectives

➤ **Customized Training and Education:**

Medical Tourism Business specializes in provided facilitators the most up to date and current educational services. We work with your company to form a personalized program for your individual needs. Whether you are a newcomer or a seasoned medical tourism professional, MTB is committed to providing a variety of learning opportunities to help you meet your educational development needs.



**CERTIFIED MEDICAL
TRAVEL AGENT**

➤ **Digital Marketing**

We pride ourselves on being the leading source for marketing and business development in the medical tourism industry. Our aim is to make the tiresome process of company branding and marketing, less stressful and more rewarding. We provide your business with the opportunity to leveraging our wealth of experience, unmatched expertise, and online tools to your advantage. We use powerful digital marketing platforms like our consumer website which is reputed as the leading consumer site in medical tourism and couple it with our online campaigns and country specific landing pages to help you connect and convert medical tourism clients.

➤ **Risk Management**

Medical Tourism Business seeks to provide you with every risk management tool needed to protect your organization for long-term growth. When you're in the medical tourism industry, there are a lot of factors that are not under your control that can jeopardize the quality of a patient's care. When unsatisfied customers file a lawsuit, it can leave your medical tourism agency vulnerable since you are a huge part of the whole process. As a start-up medical tourism facilitator, you need systems and contracts in place that can mitigate your risk and limit your liability in such circumstances. That's why our program offers an array of risk management tools and contacts to help you protect your organization.



How We Help You Grow

Certification and Continuous Education

- Industry Trends and Best Practices
- Risk Management Guidelines
- Patient Experience Strategy's
- Complication Insurance & Waivers
- Aftercare and Continuum of Care
- Key Elements of Patient Facilitation

Ready-To-Use Templates

- Facilitator Business Plan
- Business Contracts
- Patient Waiver Agreements
- Pre-Screening Patient Forms
- Facilitator Pricing Manual
- Patient Application

Marketing Benefits

- Improve Your Reputation
- Get Marketing Support
- Create Brand Recognition
- Enjoy Publicity Opportunities

Leads and Networking

- Access Patient Leads and Listing on **MakeMedicalTrip.com**
- List your Contact Information, Company Profile & Logo on both of our Corporate Directories.
- Connect with Healthcare Organizations on our Members Networking Platform.

Membership Testimonial

“The resources that Medical Tourism Business provides are very useful for my startup company. Their contracts, practical manuals, and the other tools help to enhance the professionalism of my company, help me train and onboard employees, and move forward faster. Thank you.” Wes Jacobs (Apollo Medical Travel)



MTB Global Marketing Channel

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MAKE MEDICAL TRIP

✓ Free Personalized Quotes from Providers
✓ Choose from Options Around the World
✓ Access Internationally Accredited Hospitals
✓ Get Your Medical Questions Answered

Explore Healthcare Abroad

I would like to request a quote for

Select Your Procedure

Select Your Destination

Here's how we help you. Plus, it's FREE!

1 RESEARCH TOP DESTINATIONS AND HOSPITALS

2 REQUEST CUSTOMIZED QUOTES

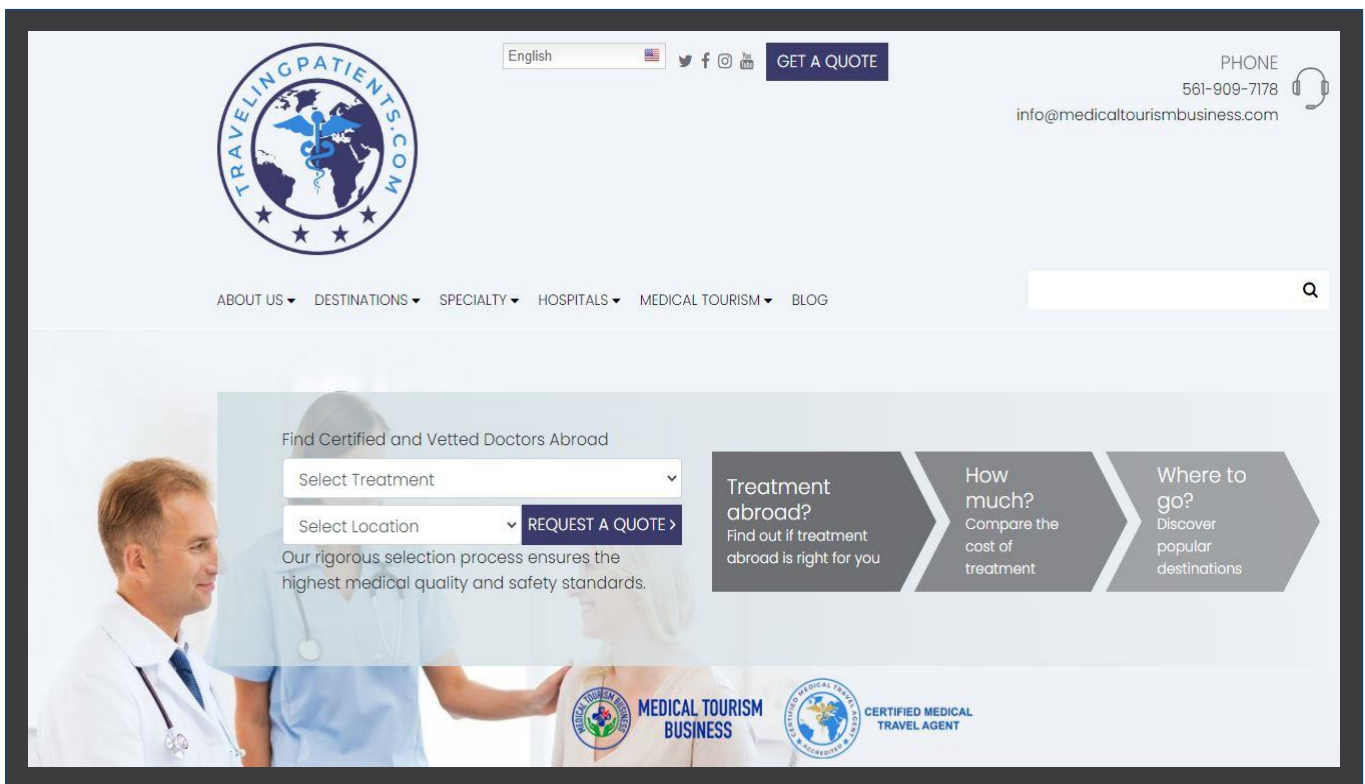
WE WILL MATCH GET DIRECT COMPARE PRICES MULTIPLE

We provide your business with the opportunity to leveraging our wealth of experience, unmatched expertise, and online marketing tools to your advantage. We use powerful digital marketing channels like our consumer website MakeMedicalTrip.com which is reputed as the leading consumer site in medical tourism and couple it with our Google campaigns and country specific landing pages to help you market, connect and communicate with consumers.

We pride ourselves on being the leading source for marketing and business development in the medical tourism industry. Our aim is to make the tiresome process of company branding and generating customer leads, less stressful and more rewarding. Patient leads are only available for our business members. Contact us today to find out more about our memberships and how they can benefit your organization.

- Website focused on medical tourism clients.
- Patients can request a quote from members directly through the site.
- Features over 70 medical tourism destinations.
- Member directory listing and company profile for patient viewing.
- Translates into multiple languages.
- Respond to patient inquiries in real time.





Medical Tourism Website Templates: *MTB members receive a 20% discount on website templates, digital marketing and custom website design. To see a live example of what your website template would look like, visit TravelingPatients.com*

All website templates can be personalized for your liking (i.e. the color of the website, functionality features, and other key aspects.)

MTB handles all technical support issues and website maintenance, so you don't need any prior tech experience to operate the website.

Website and Membership Testimonial

“Medical Tourism Business has been instrumental in assisting me to get my new company started on solid ground. The quick responses from Gill and his team to questions, as well as their website design services, have been very beneficial to moving my company forward in a timely manner. I love the fact they already have standard business documents available for use, so I can hit the ground running.” - Tracy Griffith



Membership Benefits

Leads

- Patient Leads
- B2B Leads

Development Training & Learning

- Learn What Motivates Medical Travelers to Utilize Health Tourism
- Understand Medical Travelers Needs and Wants
- Learn About Business Models, Risk Management, and Branding.
- Understand What Role a Facilitator Plays in the Aftercare Process
- Learn How to Coordinate a World Class Trip for Your Clients.
- Get Access to Exclusive Case Studies, Surveys, and Research.

The Facilitator Growth Kit

- Medical Tourism 101 – A Beginners Introduction to Healthcare Travel
- Defining What A Medical Tourism Facilitator Is
- The Key Role Facilitators Play in Medical Tourism
- 6 Secrets to Starting A Medical Tourism Company from Scratch
- How to Choose the Best Business Model for Your Company



Membership Benefits

The Facilitator Growth Kit

- Successful Facilitators Share Their Business Tips (+ Startup Stories)
- Add-Ons, Additional Revenue and Upselling for Facilitators
- Medical Travelers Share Their Stories (+ In-depth Patient Interviews)
- Return on Investment, Payment Structures, And Profitability
- Exclusive Interviews with International Clinics Who Partner with Facilitators and What They Look For.
- How to Connect with International Patients
- How To Increase Your Patient Lead Conversion Rate
- Increasing Profits and Cutting Business Overhead
- How to Use Content Marketing to Get More Customers
- Social Media Tactics for Marketing Your Business Online

Contracts, Manuals and Best Practice Guidelines

- Facilitator Business Plan
- Patient Waiver Contract
- Patient Pre-Screening and Medical History Form
- Contract Between Patient and Facilitator
- Aftercare and Continuum of Care Techniques
- Facilitator Pricing Manual
- Patient Telephone Guidelines & Talking point



Membership Benefits

Resources and Others

- 1 Year Membership
- Website Hosting
- A Profile on Members Networking Platform
- Introduction Email to MTB Members Network

Branding & Advertising

- Directory Listing on MedicalTourismBusiness.com and MakeMedicalTrip.com with Search Features
- Guest Blogs on Consumer Website
- Press Releases
- Use Our Member Logo on Your website
- Option to Advertising Limited Time Special Offers for Your Company on our Consumer Website, MakeMedicalTrip.com.

Member Discounts

- Discount Website Ranking on Google
- Discount on Custom Website Design
- Discount on Graph Design Projects
- Discount on Website Templates



Membership Categories

MTB provides a variety of opportunities to help you meet your training and business development needs. If you are a **Medical Tourism Facilitator, Clinic, or Hospital**, our annual membership program is a must have. The membership focuses on growing your organization from every aspect possible. Your company will receive full MTB benefits and patient recruitment marketing on our consumer website, Make Medical Trip.





Let Us Help You Grow Your Business

The Medical Tourism Business annual membership program has all the educational and marketing tools needed to start and run a successful medical tourism company.

Become A Member Today!



**MEDICAL TOURISM
BUSINESS**

www.MedicalTourismBusiness.com