



**ADVANCED
BUSINESS SKILLS
FOR BIRTH
DOULAS**

**A 1-day Workshop That Will Help You Grow and Advance
Your Birth Doula Business**

Date: Sunday, October 16, 2016

**Cost: \$120 for the general public
\$100 for DASC members**

This workshop is taught by Tracy Hartley of B*E*S*T Doula Service in Los Angeles. Tracy has been a doula for over 20 years and has attended the births of 595 babies. She has been teaching these workshops for more than 10 years.

**For more information, please go to
www.bestdoulas.com/misc.htm
email tracy@bestdoulas.com
or call Tracy at (818) 448-0817**

Workshop Topics

Getting Interviews
What Do You Have to Offer?
Initial Contact
Preparing for the Interview

Interviews
What to Wear
Getting There
Being There
Other Interview Techniques

First Prenatal Visit
Working with Doctors and Nurses

Second Prenatal Visit

Third Prenatal Visit

Postpartum Visit
Invoicing for Insurance

Running Your Business
Getting Paid
Backup/Partnering
Taxes
Business License
Sole Proprietorship vs. LLC
Liability Insurance