



A NEW KIND OF HEALTHCARE
www.marijuanadoctors.com

Doctors' Guide to MarijuanaDoctors.com



Table of Contents

If you know where you're going, go ahead and click on a section.

Why Should Your Practice Have an Online Medical Cannabis Portal?	1
Advantages of Using MarijuanaDoctors.Com	3
Choose MarijuanaDoctors.com as Your Online Medical Cannabis Doctor-Patient Portal	5
Monthly Membership Pricing Schedule	10
Most Common Qualifying Conditions	13
How to Use MarijuanaDoctors.Com	17
Telemedicine: A Medical Solution for the Technological Evolution	20

Why Should Your Practice Have an Online Medical Cannabis Portal?

MarijuanaDoctors.com

The #1 Online Search Tool for Patients and Booking Platform for Physicians in the Medical Cannabis Industry



As the medical marijuana movement continues to gain traction in the health industry, you might be wondering how you can prepare your practice to take on such patients. If you've been searching for a reliable medicinal cannabis scheduling program or appointment portal for doctors, we've got great news for you.

MarijuanaDoctors.Com was founded to act as the trusted gateway for patients searching for access to medical cannabis treatment in states with approved legislation. We provide visibility and transparency for patients when selecting a doctor and setting an appointment for a medical cannabis exam. Our list of physician profiles includes detailed contact information, scheduling hours, office policies, exam pricing, ratings and reviews.



Our physician profiles include **detailed contact information, scheduling hours, office policies, exam pricing, ratings and reviews.**

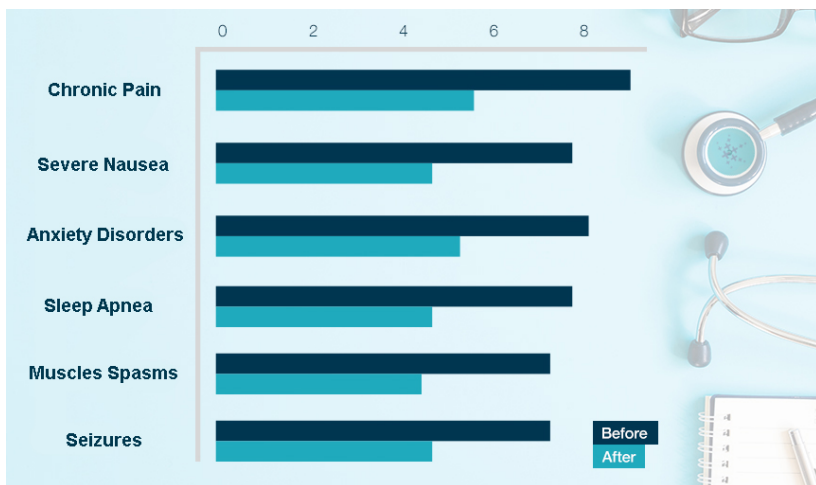
For physicians, this means the best way to recruit patients seeking medical marijuana treatment to your practice is by joining our site. When people see your practice listed on **MarijuanaDoctors.Com**, they'll know you're a reputable doctor who's willing to recommend medical cannabis to qualifying patients.

Advantages of Using MarijuanaDoctors.com

Beneficial tools and features you get with our medical cannabis portal include:

Mobile App: When you download our mobile app to a tablet or iPad at your office, you can use it as a paperless HIPAA-compliant check-in system. The app can digitally automate all necessary forms and signatures, store them into your office system and send appointment reminders to your patients via text message and email.

Telemedicine Options: Patients with conditions that make it difficult for them to leave home for doctor's appointments rely on telemedicine to manage their health. When your practice can offer telemedicine options to your patients, you'll be able to help more of them in their preferred manner.



We're dedicated to legitimizing the process for booking medical cannabis-related appointments by standardizing the criteria and selection process within our trusted network of licensed physicians. Need evidence **MarijuanaDoctors.Com** can help you? Below are two case studies from practices that have already adopted our services.

Case Study: Baltimore Progressive Compassionate Care

Baltimore Progressive Compassionate Care started using our medical cannabis portal in September 2015. Even though the practice is located in Lutherville-Timonium, a small town near Towson, MD, the office's listing on **MarijuanaDoctors.Com** ranks among the top results when you Google the search phrase "Baltimore marijuana doctors."

Since implementing our services, PCC has seen more than three dozen patients a month for medical marijuana reasons, averaging anywhere from three to 10 new appointment requests per day. This has resulted in an ROI of more than 1,000 percent for the practice. And with 18 five-star reviews, it's safe to say their patients are satisfied, too.

Case Study: Allentown Wellness Center

Allentown Wellness Center (AWC) started using our medical cannabis doctor-patient portal in August 2016, 13 months before Pennsylvania began accepting patient registration. The primary physician at this practice is extremely hands-on with all aspects of the patient experience — he even books appointments himself.

Over the first 15 months using our medical cannabis portal, AWC received an average of 78 new appointment requests per month. With more than 2,500 appointments booked since investing in a **MarijuanaDoctors.Com** listing, the practice has seen an ROI of greater than 2,000%.

Choose MarijuanaDoctors.Com as Your Online Medical Cannabis Doctor-Patient Portal

MarijuanaDoctors.Com seeks to connect qualifying patients with compassionate, licensed cannabis-friendly physicians. We strive to help doctors who believe in the power of medicinal marijuana to assist their patients — and make some money while they're at it. We do not promote the casual or recreational use of pot or any other prescription medication. We condone the use of cannabis only as a medication in accordance with state law, as it is a proven treatment for many medical conditions.

We **DO NOT** promote the casual or recreational use of cannabis or any other prescription medication.



As one of the most high-tech medicinal cannabis appointment portals for doctors, we know our services will benefit your practice in numerous ways.

Medical Marijuana Software Solutions for Physicians

Becoming a member has its benefits:



Basic Membership

\$300 / month

Basic Membership: Public Listing of a single location, which includes a Search Engine-Optimized (SEO) custom profile page complete with unique content.



Standard Membership

\$895 / month



Standard Membership: Basic Membership plus Automated Technology Suite, including Appointment Scheduling System With Pre-Qualification Questionnaire, Patient Manager & Calendar Integration.



Premium Membership

\$1,250 / month

Premium Membership: Standard Membership plus Automatic Appointment Reminders (E-Mail & Text), Telehealth Platform (Applicable states only), Ratings & Reviews on your profile to attract more patients & a Digital Phone Line. The Digital Phone Line service allows a vanity number (that connects to the phone number you designate) to be displayed on the profile to attract even more patients. Patients can now easily reach out to the office directly to ask any questions or book an appointment. Reports and notifications are emailed directly to the office to track and follow up with patients. Membership also includes **Doctor Resources** including State Specific Patient In-Take Forms, Medical Cannabis Guides & MarijuanaDoctors.Com Brochures.



Featured City Membership

\$5,000 - \$10,000 / month

Featured City Membership: Premium Membership that appears highlighted on the state page (in chronological order) and will always appear at the top of search results for zip codes within a specific city limits and for City Drop-down searches.*

**Placement for Zip Code/City searches is based on availability and negotiated price.*



Featured State Membership

\$10,000 - \$30,000 / month

Featured State Membership: Premium Membership where profile will always appear in designated placement on the state page and all search results.*

**Placement on State Page and for Zip Code/City searches is based on availability and negotiated price.*



Featured Nationwide Telemedicine Membership

\$100,000 / month

Featured Nationwide Telemedicine Membership: Premium Membership where profile will always appear in designated placement on all state pages and in search results within the states that allow Telemedicine without restrictions.



Featured National Sponsorship Membership

\$250,000 / month

Featured National Sponsorship Membership: Premium Membership where profile will always appear in designated placement for all search results for any city or zip code within the United States and will have a featured presence on the website.



Producer/Dispensary Membership

Call for Pricing



Producers/Dispensary Membership: Annual Listing for Producers/Dispensaries is available and is highly effective in connecting you with patients and physicians near your location.

Monthly Membership Pricing Schedule



doctors pay a single flat-rate each month.

With these packages, you pay a flat-rate monthly fee. We also offer discounts for physicians with multiple practice locations or who want to enter a contract. Otherwise, there are no long-term contracts, it's month-to-month and begins after the first two months are paid upfront. This allows our team of marketers to properly optimize your professional business listing on our website for search engines.

All featured listings are to be negotiated before being listed and if you do sign up, existing customers will be given the first right of offer to retain their position on an ongoing basis.

Featured Services of MarijuanaDoctors.Com

For Standard Membership & Above

Patient Management System: Patients use our online software to build their own profile so that all their contact and medical information is easily accessible to you. With the help of practice managers from around the country, weâ€™re continually improving our software to bring you the best patient management system.

Public Listing: Your personalized profile page provides you with the foundation to capture maximum market share in your local area. As part of our network, you are directly connected to thousands of potential patients searching for legal access to medical cannabis.

SEO Profile Page: As a medical professional, marketing your services and maintaining a steady patient flow is imperative for your practice. At MarijuanaDoctors.Com, we do it all for you. Our website was built on the #1 domain for keyword searches related to “marijuana doctor” and “medical marijuana card.” We will use the same marketing expertise to highlight your practice specifically in optimized searches by patients.

Patient Retention Program: Your practice can enjoy peace of mind knowing that all the patients coming into your office are pre-qualified and have already received helpful instructions related to their visit. With our professional customer service team, we will support your practice by confirming and surveying all patients who find you through MarijuanaDoctors.Com, assist patients with the appointment requests, and follow-up via email and phone call reminders to dramatically decrease the percentage of “no- shows.” We are a trusted resource for patients to gather information and be directed to the appropriate medical practices, specifically those in our network.

Patient Wait List Program: As a Premium Member, you will receive exclusive updates from patients on our waiting list if your state updates the qualifying conditions list. There are thousands of potential patients in our database waiting on these legislative changes.

Medical Cannabis Network Educational Kit: Our research team has put together a comprehensive educational guide committed to the advancement of cannabis as medicine covering state-specific laws, federal laws and medical research compiled into a digestible format. When your patients'™ certifications are nearing the expiration date, we will contact them on your behalf and remind them to schedule an appointment to renew their certification.

MarijuanaDoctors.Com Promotional Material: We will provide your office with pamphlets and flyers promoting the use of our website to help educate patients on the medical marijuana industry.

Renewal List Contacts: When your patients' certifications are nearing the expiration date, we will contact them on your behalf and remind them to schedule an appointment to renew their certification.

Telemedicine: Doctors now have the ability to log into our telemedicine sub domain in order to see live appointments whenever it is most convenient for the physician. Doctors may schedule appointments via telemedicine or choose to accept the thousands of daily visitors who come to the MarijuanaDoctors.Com website looking for the instant gratification of seeing a physician in real time satisfying their desire to receive a recommendation for medical marijuana.

Producer/Dispensary: Producers and dispensaries now have the ability to list their location and menu selection with the purpose of helping patients locate and purchase their medicine from an authorized producer, dispensary, clinic or retailer.

Most Common Qualifying Conditions

Please refer to our State-Specific Doctor Education Kits for each state's specific requirements for patient eligibility, such as:

Cancer

HIV/AIDS

Amyotrophic Lateral Sclerosis (Lou Gehrig's Disease) (ALS)

Parkinson's Disease

Multiple Sclerosis (MS)

Damage to the nervous tissue of the spinal cord with objective neurological indication of intractable spasticity

Any spinal cord injury

Epilepsy or any other seizure disorders

Muscular Dystrophy

Alzheimer's Disease

Dystonia

Post-Traumatic Stress Disorder (PTSD)

Rheumatoid Arthritis



Most commonly associated symptoms:

Cachexia (wasting syndrome)

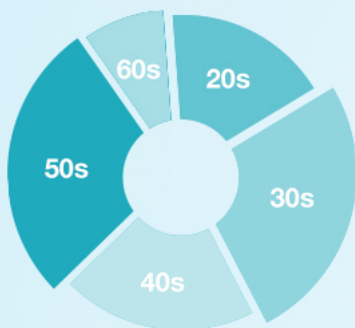
Severe or chronic pain

Nausea

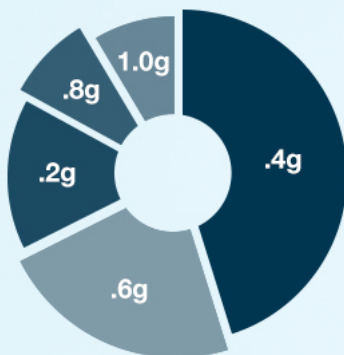
Seizures

Severe or persistent muscle spasms

Age Demographics



Dosage Demographics



Qualification Criteria & Verification for Medical Professionals

For physicians to legally recommend medical cannabis, they must meet the state-specific requirements. As such, to join our trusted nationwide network of certifying physicians, we make sure to verify the credentials of any practitioner who will be seeing our patients.

In order for physicians to **legally recommend medical cannabis**, they must meet the state-specific requirements.



Qualification Criteria and Verification for Medical Professionals

State-specific laws for medical professionals vary. To certify a patient for a state-operated medical marijuana program, a practitioner must:

Be registered with the Department of Health to issue a certification

Confirm that the patient has a qualifying medication condition either by diagnosing the patient if qualified to do so or review his/her current medical records and/or past treatments relevant to his/her qualifying diagnosis

Maintain a bona fide or ongoing relationship with the patient

Determine whether medical cannabis treatment may benefit the patient's current medical condition.

How to Use MarijuanaDoctors.Com

Create the Profile

Your profile on MarijuanaDoctors.Com makes the first impression on new patients and features your logo and practice information. Customize it to show your level of professionalism as well as give it a personality. Creating a profile is quick and easy, but spending just a few extra moments here will be very beneficial. Remember to encourage your patients to leave reviews, which will make your listing really stand out.

Check the Dashboard Daily

We have thousands of new patients who visit our site every day to submit appointment requests with physicians like you, so it is important that you check your dashboard regularly and respond as quickly as possible to any new requests.

Doctor Dashboard

New Appointment Requests

Show: 10 entries

REQUESTED ON	LOCATION	PATIENT NAME	TYPE	DATES REQUESTED	MANAGE
Dec 21, 2017	Test Location	Curly Smith	First Time (Newpatient)	Dec 20th - Dec 21st	Manage
Dec 20, 2017	Test Location	Testing Testing	First Time (Newpatient)	Dec 27th - Dec 28th	Manage
Dec 20, 2017	Test Location	Testing Test	First Time (Newpatient)	Dec 20th - Dec 20th	Manage
Dec 18, 2017	Test Location	Christopher Purnan	First Time	Dec 20th - Dec 20th	Manage
Dec 18, 2017	Test Location	Rose Testing	First Time	Dec 21st - Dec 22nd	Manage

Showing 1 to 5 of 5 entries

Today's Appointments

You have no appointments to display.

Overall Performance Snapshot

Show: 10 entries

LOCATION	TOTAL REQUESTS	TOTAL BOOKED	TOTAL APPROVED	TOTAL DECLINED
	0	0	0	0
Test Location	600	31	13	1

Showing 1 to 2 of 2 entries

Dashboard

- [Appointment Manager](#)
- [Patient Manager](#)
- [Recommendation Manager](#)
- [Profile Manager](#)
- [Subscription Manager](#)
- [Analytics](#)
- [Guided Video Walkthroughs](#)
- [Medical Records Requests](#)
- [Resources](#)
- [Telehealth](#)

Start Seeing Patients

Once you've confirmed the appointments in your dashboard, you are ready to start seeing patients. Remember, patients are pre-qualified on our site via our state-specific guideline. You can customize your account to administer our extended pre-qualification survey to new patients to ensure the results you want. We provide the resources you need to begin seeing patients, from personalized certification letters to legal counsel to in-depth patient manuals.

Complete Post-Appointment Protocol

After your appointments, log in to your account to complete each patient's post-appointment protocol, indicating whether you issued the certification, denied the certification or if the patient is a no-show. It takes just a moment, and it is imperative for us to keep our records up-to-date for verification purposes, which keeps your patients protected.

Rules and Regulations

Members must actively use their accounts. It is extremely important that you log in to your **Doctor Dashboard** every day to confirm, reschedule or refuse appointments. This keeps our records up-to-date for verification purposes, providing legal protection to your patients and helping them gain access to their medicine. Members must maintain their licenses in good standing.

Members must follow state laws regarding medical cannabis. For more in-depth information about the state laws, including full text of the laws, please visit the following URL: <https://www.Marijuanadoctors.com/medical-marijuana/index>

Members must respond to appointment requests by confirming or denying within two business days. Failure to do so will result in a temporary suspension, which affects your public visibility and patient management capabilities. To reactivate your account, simply log in and complete all outstanding appointment requests and post-appointment protocols.

If you have three or more activity suspensions within thirty days, your account may be suspended indefinitely. In that case, you must call MarijuanaDoctors.Com customer support. Accounts will be reinstated on a case-by-case basis.

If your billing information cannot be processed, your account will be temporarily suspended. To reactivate your account, simply contact MarijuanaDoctors.Com customer support at (877) 392-9772 to update your billing information.

Members must complete each patient's post-appointment protocol (i.e. issue the recommendation, deny the recommendation or mark the patient as a no-show). Failure to do so may result in a temporary suspension. To reactivate your account, simply log in and complete the outstanding items.

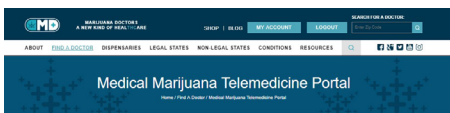
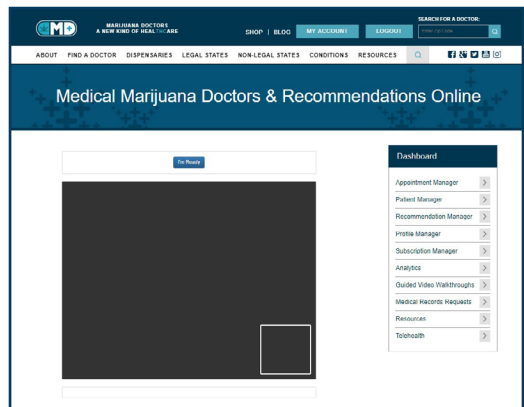
You can cancel your MarijuanaDoctors.Com membership through your **Doctor Dashboard** or by contacting your Account Manager. All cancellations must be completed within thirty days of the end of your billing cycle.

For more information on how to use our doctor portal check out our [doctor video resources](#).

Telemedicine: A Medical Solution for the Technological Evolution

Telemedicine is defined as, “the use of telecommunication and information technologies to provide clinical health care, at a distance,” by means of a growing variety of applications and services, using two-way video, emails, smart-phone technology, wireless tools and other forms of telecommunication technology.

Originating more than 40 years ago as a solution for hospitals extending medical care to patients in remote areas, telemedicine is now a significant and rapidly growing component of health care in the United States and is integrated into the ongoing operations of hospitals, home health agencies, specialty departments, private physicians' offices and the consumer/patient's home and workplace.



Medicine Vs. Telemedicine

Telemedicine products and services do not fall into a separate medical specialty. Instead, telemedicine is most often part of the larger investment by healthcare institutions, either in the delivery of clinical care, or information technology. Generally speaking, there is no distinction made

between telemedicine and those services provided on site — even in the reimbursement fee structure. Plus, there is no separate coding required for billing of remote services.

Telemedicine incorporates a wide array of remote healthcare services, including: video conferencing patient consultations, transmission of medical records and still imagery, remote monitoring of vital signs, continuing medical education for physicians, nursing call centers and consumer-focused wireless applications, and e-health, including the use of patient-portals.

Benefits of Telemedicine

In its brief history, telemedicine has become a technological solution to alleviate the stresses of health care for patients and reduce the high operating costs for service providers. Telemedicine allows patients who are unable to travel access to the same quality of health care they would receive in-person. Removing the need to travel and adding the flexibility of being remotely located improves monitoring of patients with chronic ailments and eliminates the loss of income and travel expenses associated with in-person checkups.

Telemedicine is saving patients money, and it is an opportunity for doctors to streamline their practice. Doctors who can remotely meet with patients are able to reduce their overhead, while seeing more satisfied patients in less time.

Marijuana Doctors and Telemedicine

Marijuana Doctors recently launched a telemedicine sub-domain. This site allows physicians who recommend medical cannabis and use this technology to access over ten thousand patients seeking compassionate care services online, daily.

Medical marijuana telemedicine uses telecommunication and information technologies to provide medical marijuana certifications at a distance — by means of real-time, live-video technology.

A middle algorithm was created to fairly and evenly distribute patients to doctors in the same state and in the order users register with the site each day. When a doctor is ready and in front of their computer, a highlighted button will appear on the homepage of MarijuanaDoctors.Com informing patients that the doctor is ready to see them now.



Start the process
online and get in touch
with our doctors to
see if you qualify.

MarijuanaDoctors.Com is a complete all-in-one medical marijuana tool, allowing doctors to become more relevant in the medical cannabis space, cementing their digital footprint online and quickly ranking them at the top of search queries on the internet.

MarijuanaDoctors.Com also provides calendaring, free verification and symptom tracking services. Telemedicine doctors can use the recommendation generator for all legal states, enjoying the added benefit of being able to upload the patient's driver's license and digital signatures.