

THE FOUNDATIONS COURSE FOR NEW HEALTH PRACTITIONERS

Start Your Practice

Open your practice with confidence

[COURSE PROSPECTUS](#)



with Annie Gibbins

THE OPPORTUNITY

You trained for years to help people. No one trained you to run the business.

You completed one of the most rigorous training pathways in healthcare. You can assess, diagnose and treat. But the day you decide to open your own practice, an entirely different set of questions arrives — structure, registration, insurance, privacy law, GST, pricing, getting paid and advertising rules.

It isn't a gap in your ability — no one ever taught you the business side. *START* closes that gap: the complete, evidence-based foundation for opening a compliant, financially sustainable Australian practice, taught in the exact order a practice is actually built.

Every regulatory point is anchored to its primary government source — so you are never guessing, and never exposed.

WHO START IS FOR

Built for practitioners about to open their doors

THE NEWLY QUALIFIED PRACTITIONER

Out of training and ready to work for yourself — wanting to open properly, not learn by costly trial and error.

THE PRACTITIONER GOING SOLO

Leaving a clinic or employer to start your own practice, and wanting the structure, compliance and money set up right from day one.

WHERE START FITS

The first course in the path

A three-course path for health practitioners: START sets up the business, GROW grows it, SCALE multiplies it — more revenue, locations and leverage.

COURSE 1 • YOU ARE HERE

START

YOUR PRACTICE

Set up the business properly

COURSE 2

GROW

YOUR PRACTICE

Grow to \$100k and beyond

COURSE 3

SCALE

YOUR PRACTICE

Multiply revenue & reach

WHAT MAKES START DIFFERENT

Sequenced, anchored, and built for Australia

01 Sequenced like a real build

Twelve modules in the exact order a practice opens — each step moves you closer to your first paying client.

03 Tools, not just theory

Worksheets, calculators and a workbook, so you finish with your business actually set up — not just understood.

02 Anchored to Australia

Every regulatory point tied to its primary source — business.gov.au, ASIC, AHPRA, the OAIC, the ATO, the TGA and the ACCC.

04 Honest by design

Education, not advice — it shows you exactly what to confirm with your own advisers.

THE CURRICULUM

Twelve modules. One logical build.

12

MODULES

49

VIDEO LESSONS

39

WORKSHEETS & TOOLS

90

DAY LAUNCH PLAN

Mindset

Structure

Protection

Scope

Pricing

Getting Paid

Systems

Client Experience

Be Found

Advertising

Work Smarter

Launch

THE CURRICULUM

Modules 1-6

01 You Belong Here

From clinician to practice owner — and a readiness check.

02 Choose Your Foundation

Structure, ABN, business name and bank — set up right.

03 Protect Yourself First

Insurance, the Privacy Act, consent and client data.

04 Know Your Lane

Scope, protected titles, your code, and when to refer out.

05 The Money Engine

A fee you can defend, break-even and cashflow.

06 Get Paid & Stay Compliant

Payments, no-shows, GST, invoicing and the ATO.

THE CURRICULUM

Modules 7-12

07 **Systems That Run the Practice**

Bookings, records and a tech stack you can trust.

08 **The Client Experience**

A confident consult, rebooking and outcomes that retain.

09 **Be Found**

A brand sentence and a digital presence, in the right order.

10 **Advertise Within the Law**

Compliant advertising under the TGA, AHPRA and ACCC.

11 **Work Smarter**

Templates, automation and habits that save you hours.

12 **Launch & Sustain**

A dated 30/60/90-day plan to open — and keep going.

WHAT'S INCLUDED

Everything you need to actually open

- ✓ **49 video lessons** — Self-paced across all twelve modules.
- ✓ **Quizzes & final assessment** — A check for every module.
- ✓ **Interactive workbook** — Build your practice as you learn.
- ✓ **Foundations certificate** — Your credential on completion.
- ✓ **39 worksheets & tools** — Calculators, trackers and templates.
- ✓ **A 30/60/90-day launch plan** — Leave with a dated plan to open.
- ✓ **Policy & document pack** — Privacy notice, consent and more.
- ✓ **Lifetime access** — On any device, yours to keep.

FORMAT, ACCESS & CERTIFICATE

Designed for practitioners about to open

How you learn

Self-paced video you can work through about one module at a time — an hour or so of focused time. Any device, with lifetime access to revisit as your practice grows.

Your certificate

Complete the modules and pass the final assessment to earn the Foundations certificate. Whether it counts toward CPD is for your association or National Board to confirm.

YOUR INSTRUCTOR

Annie Gibbins



A Grand Stevie Award-winning business leader, a registered nurse turned educator, and the author of 17 books. Over more than fifteen years she has led five of the professional associations health practitioners belong to. She holds a Bachelor of Health Science and a Master of Education, and is a graduate of the Australian Institute of Company Directors.

“START is the foundation I wish every practitioner had on the day they decided to open.”

WHAT YOU'LL WALK AWAY WITH

By the end of START, you will have...

- ✓ Your business registered — structure, ABN and bank sorted
- ✓ Insurance, privacy and consent in place before client one
- ✓ A break-even and a fee you can defend
- ✓ Clarity on your GST position and how to confirm it
- ✓ A compliant way to take payment and handle no-shows
- ✓ A practice-management system and records you trust
- ✓ A confident consultation and rebooking approach
- ✓ A dated 30/60/90-day plan to actually launch

ENROLMENT

Open properly — the right way, the first time

One enrolment includes the full course, the workbook, the worksheet pack, the quizzes and your certificate — with lifetime access.

ENROL IN START YOUR PRACTICE

\$397 AUD

One payment · lifetime access

or 3 monthly payments of \$149

- ✓ All twelve modules & 49 video lessons
- ✓ Interactive workbook & 39 worksheets
- ✓ A knowledge check for every module
- ✓ The Foundations certificate
- ✓ A dated 30/60/90-day launch plan
- ✓ Lifetime access, on any device

Price in AUD — confirm current pricing at nexusbm.com.au. START is general business education, not legal, financial, tax or clinical advice.

COMMON QUESTIONS

Common questions

Who is START for?

Australian health practitioners about to open a practice — newly qualified, or leaving an employer to go solo.

Is it advice?

No — general business education, not legal, financial, tax or clinical advice. It shows you what to confirm with your own advisers.

Do I need a business background?

None. START assumes you're starting from zero on the business side and builds from there, step by step.

How much time does it take?

Self-paced — most practitioners open over a few focused weeks, at about an hour a week.



Ready to open the practice you trained for?

Enrol in START, or ask us anything — we'd love to help.

[Enrol at nexusbm.com.au](https://nexusbm.com.au)

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START Your Practice — The Foundations Course for New Health Practitioners. Educational course only — not legal, financial, tax, employment or clinical advice.