



First Phone Call

- Two Questions
- Energy
- Categorize Patient
- Referral

Office Tour

- Done w/ Energy
- Fear
- Referral Board
- N.P. Board

Yes / Yes Consultation

- Intro.
- What to expect today.
- Financials
- Invitation to start care.
- Referral

Case History

- Developing a reason for care.
- Previous spinal injury that healed wrong.
- Controlling the conversation.

VSC Examination

- **Practical Demonstration of ROF.**
- **Distortion (mirror with lines).**
- **Range of motion.**
- **Pinched / irritated Spinal Nerves.**
- **Spinal Muscle Spasms.**
- **Wide Spread inflammation.**
- **Subluxation Degeneration Chart.**
- **X-ray**

VSC Pamphlet

- Following X-rays while films are processed.
- Solidifies exam w/ research.

Important Patient Records

- Last thing given on first visit.
- Contains:
 1. Intro to Chiropractic
 2. Referral Card
 3. Emergency Number
 4. 3 Types of Patients 3 types of care pamphlet
 5. Wellness Pamphlet
 6. WPCFS Info Pamphlet
 7. TBS Pamphlet
 8. What to store in this.

VSC Report of Findings

- Video.
- Findings.
- Recommendations.
- Develops trust.
- Invitation to the NPO.
- Encourage a guest / Spouse.
- Introduce concept of Family Chiropractic.
- Follow up call to Welcome to the Clinic.

NPO

Second week Call

10th Visit Referral

- It's referral time.....

Wellness Pamphlet

- Two thirds thru care.
- Explains wellness to patient and also the WPCFS.

Progressive Exam

NRM'S