

CHRISTMAS MAILER PHONE FOLLOW UP SCRIPT

Hi, is _____ there?

(This is _____.)

Hi, this is _____ from Dr. _____ office. Do you have a minute to speak?

(Yes.)

Your _____ (mother, sister, friend) sent you a certificate/check to cover the cost of an evaluation at our wellness center. As a courtesy to her/him we are calling you to answer any questions you might have. Do you still have the certificate/check?

(No.)

That is okay, you don't need it for your evaluation. We have your name on file. Your _____ (mother, sister, friend) said your main health problem was _____ (headaches, pain, etc.) is that the problem that concerns you the most?

(Yes, it is.)

Can I ask you if you had that problem more than a week or two?

How long?

It is not okay to have a problem that long. Would you agree?

(Yes.)

How often does it bother you or act up? Is it more than once or twice a year?

(Yes, it is once or twice a week, month.)

I'm sorry to hear that. It is not normal to have a problem that often. We have a wellness center and often help people with your problem. Can I tell you what we have found?

(Sure.)

We believe there are 3 causes to all health problems. The first is stress. When a person is under prolonged stress their hormones can go out of balance. Have you had any stress this year?

(Yes.)

Well the adrenal glands secrete hormones whenever you are under stress and over time imbalances in these hormones could lead to problems like yours.

The second cause of health problems is the toxic world we live in. Each week we come into contact with around 82,000 foreign chemicals in our water, food and air. These chemicals can throw off your biochemistry and cause the body to manufacture fat to store these chemicals in.

Finally, many health problems are caused or aggravated by undetected nerve damage (blood stagnation – acupuncturists) due to all the falls, traumas and accidents we have growing up. Nerves when damaged (circulation when blocked) could contribute to or cause your current problems.

The evaluation you can receive as a gift will allow us to do a consultation and test you at no charge. The consultation will give you a chance to spend more time with our doctor than any doctor you have been to. Then we will test you for adrenal stress hormone imbalance, also for toxic chemicals which can be determined by your saliva pH and finally we will test you for undetected nerve damage.

There would be no cost to you and I have been given permission to extend this gift to your entire family or to allow you to transfer this gift to someone else. How would you like to use your gift?