



# Training Notes: Pre-Consultation

## 1 . Importance Of

**Set The Stage**

**Pre-Frame Care**

**Family & Children**

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## 2. Rapport

**Commonality**

**Match & Mirror**

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## 3. Pre-Consultation

**Referrals/Referral Based**



## Suffering/Phenomenal

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### 4. Pre-Qualifying

**External Source**

**Value of Care**

**Commitment**

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### 5. Pre-Consultation Continued

**Subluxation – Cause& Chronicity**

**What Are We Looking For?**

**Spinal Images – WHY?**

**Book for Doctors Report**

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