



CHIROPRACTIC MASTERS
INTERNATIONAL

Prequalifying And Pre-Consultation Script

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Doctor's Prequalifying Script

(Used only for external new patients such as screening, outside talks, direct mail)

“Jane, today I will be providing as much as \$275.00 (Your value) worth of Chiropractic spinal and neurological testing and examinations. The majority of that cost I am absorbing, and I am happy to do so. What I need to know is if in fact we do find something that requires Chiropractic care, is your health enough of a priority to consider getting rid of this condition and improving your health.”

- PT Yes.
- DR. Are you sure?
- PT Yes.

(This prequalifying script is essential to ensure this patient is committed to improving their health and designed to prevent you and the patient wasting your time and money).

Pre-Consultation Script

“You’ve met Dr. _____ (exam doctor/tech C.A.) He/She is my exam specialist, who will be performing a very thorough, complete, comprehensive and professional spinal and neurological examination. I first want to explain what Dr. _____ (exam doctor/tech C.A.) will be looking for!

We know from research, that there is a devastating condition called SUBLUXATION (hold up a mini spine) which can be caused by traumas, such as car accidents, poor posture, stress, sports and even the birth process. (This is why ALL of our families get checked for subluxation) Subluxation can choke off proper nerve flow from the brain, to the rest of the body. Your nervous system acts as the intelligence line from the brain, coordinating the function of every cell, tissue and organ in your body. If left uncorrected, it can lead to years of unwanted health problems, disease, symptoms...even early death.”

Pre-Consultation Script Continued

“Dr. _____ (exam doctor) will first check your posture, as posture is the window for good health , palpate the spine, take a brief history; scan you on this hi-tech, non-evasive, sublaxation station (which will show us the health of your nervous system). He/she will also take 3 pictures as a safety precaution. This will help us rule out fractures, tumors, infection and congenital blocks. These pictures will also help us detect any abnormal curves in your spine in order to correct them back to normal, moving you back to a state of wellness. (Pre-framed for corrective care & wellness).”

“Dr. _____ (exam doctor) will also book you in, as soon as possible for your report of findings. The sooner we can see you, the quicker we can address this problem.”

“Thank-you Jane. I look forward to seeing you next day.”