



Screening Chunk Script

4 Criteria to book New Patients

- They must live in the area
- They must have a health problem
- They must be currently working
- They must leave the \$30 donation (At the very least - \$20 deposit)

Set Goals – Set a realistic goal for the shift, day, weekend.

Prep – Ensure you are prepped with 12 clipboards, wellness surveys, schedule, brochures, business cards, pens and markers.

Trawling – Developing rapport is key. Interact with the public – smile and make eye contact - Don't wait for someone to approach you!

Priming the Screening – Check other team members to prime the screening, or check patients from out of town.

Opening – Have you had a wellness check? How's your health?

Posture – The SAM machine shows posture imbalances

Scan – This gives us a picture of your nervous systems health

Lead them to the back of the screening to go over results

Explain Posture → Pinched Nerve → Scan Results → Body Signals

→ Mini History → Lifestyle → Double Close → Moral Obligation →

Offer → Schedule → Envelope with directions & appointment date and time.

