



Screening Script

Openings:

Hi!

- 1) **Have you had a wellness check-up?**
- 2) How's your health?
- 3) Have you received the hand out on.....? (it's very informative and educational)
- 4) Have you had a neurological check-up?

What is it?

- **This is for people who live locally with a health problem.**
- We are giving a brief evaluation to determine how nerve interference in your spine may be affecting your nervous system and your overall health. It only takes 5 minutes.

First we ask that you to fill out this WELLNESS SURVEY, this will give us an idea of your overall health. Then, we will check your posture, scan your spine, and correlate the findings. (*Make sure they complete this form. This will allow you to confirm

- they have a job
- live locally
- have a health problem

Have them fill out the survey. If they don't check anything off, talk them through it.

Posture Check

Explain that the SAM machine shows posture imbalances. Check their posture and record findings on the back of the Wellness Survey in red marker. Includes weight distribution, left and right, circle differences between sides.

Scan

The scan is 100% NON ENVASIVE. What it does is it gives us a picture of the nervous system's health.

- Lead them to the chairs behind the booth to go over results.

- 1) **Explain posture.** Point out how much extra weight they're putting on one side, and point out posture imbalances. **Example** – I'm noticing you are putting 20





- extra pounds on your left side, which is very concerning. 4 or 5 are within normal. I'm also noticing that you have a significantly high left shoulder, and hip.
- 2) **Pinched Nerve** – Use the pinched nerve to show them exactly how their posture imbalances are affecting their nervous system. *Example* – You can see with this spine how your posture imbalances are significantly affecting your nervous system.
 - 3) **Scan Results** - Explain the results of their scan. (Use Power Words – Severe, significant, devastating, detrimental, incredible, etc.) *Example* – Your scan picked up a large amount of red and black, which indicate severe nerve interference.
 - 4) **Body Signals** – Go over the body signals they checked off. Listen and be sympathetic. Ask questions like “What is the worst symptom you’re experiencing?”, “How long have you been suffering?”, “At its worst, how does it feel?”, “How do you treat the problem?” (Effective responses are – “Wow...how do you live like that?...You’ve been suffering for 10 years, wow...etc.”)
 - 5) **Lifestyle** – Go over how it’s affecting their life. Example – “I’ve noticed that your low back pain is making you exhausted at the end of the day and is causing interruptions in your sleep.” Here is when you truly show them how their pain is affecting their life.
 - 6) **Double Close** – Do you consider this to be a problem? – YES
 - If we could find the cause of the problem, get rid of it, and make you feel good again would you want to? - YES
 - 7) **Moral Obligation** – “I feel I have a moral obligation to recommend that you at least get this checked.”
 - 8) **Offer** - The doctors from the Hampton Wellness Centre want to make sure their community gets checked. They have donated 10 appointments to the Children’s Wish Foundation to allow people to come in for a complete, thorough, comprehensive, professional, neurological examination and report of findings. There will be no obligation to be under care, it’s just an opportunity to get checked. Our doctors are absorbing the entire fee of the examination in exchange for a donation of \$35 to be donated to the Children’s Wish Foundation. If you make a thirty dollar donation today, we will absorb the additional five dollars. What day is best for you? (*It is imperative here that you don’t ask questions – Use an assumptive close!
 - 9) **Scheduling – Are mornings or afternoons better for you?** Try to schedule them Monday – Wednesday. Record their name, phone number and donation on the schedule. Give them their envelope with directions inside and write their appointment date and time on the front of the envelope. Let them know they will be receiving a reminder call by one of our team members.

Have a great day! We’ll see you _____ (date) at _____ (time)! ☺

