## The Big Bonus System

<table>
<thead>
<tr>
<th></th>
<th>Office Visits</th>
<th>New patients</th>
<th>Payments</th>
<th>Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daily</td>
<td></td>
<td></td>
<td></td>
<td>$25</td>
</tr>
<tr>
<td>Weekly</td>
<td></td>
<td></td>
<td></td>
<td>$50</td>
</tr>
<tr>
<td>Monthly</td>
<td></td>
<td></td>
<td></td>
<td>$100</td>
</tr>
<tr>
<td>Yearly</td>
<td></td>
<td></td>
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<td>$200</td>
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</tbody>
</table>
Nutritional Procedure/Protocol from Start to Finish:

**Vision Statement:** To encourage the expression of the deep longings and aspiration that catalyze and open into the service of higher purpose

**New Patient**
1\textsuperscript{st} Visit

**Established Patient**
2\textsuperscript{nd} Visit

3\textsuperscript{rd} through 8\textsuperscript{th} Visit

9\textsuperscript{th} Visit

**Maintenance Care**
### Primary Concern:
Consistent:
Month:

#### Headaches:
Basal/Temples/Cluster/Crown/TMJ/Frontal/Migraine (prodromal–halluc./photophobia/olfaction/nausea)

#### Ears:
Noise (Ring/Hiss/Pound)/Plug/Pop/Ache/Drain/Itch/Loss/Dizzy/Wax

#### Tongue:
Thick/Coated

#### Tension:
Sneezing/Smell loss/Taste loss/Thirst

#### Sore Throat/Hoarseness/Cough:
(dry/productive)/Allergies/URI/FEver/Chills/Halitosis/Cankers/Blisters/Flu

#### Neck Stiffness/Shoulder Tension:
Chielosis/Dry mouth/Cold, sweaty hands/feet/gums/teeth/glands/dysphagia

#### Chest:
Tension/Tight/Pressure/Heavy/Anxiety/Concentration/Pain/Sternal

#### Sharp Heart Pain/Palpitations:
MVP/Tachy/Brady/Murmur/Arm pain

#### Shortness of Breath:
Constant/Exertion/Asthma/Wheeze/Air hunger/Yawning

#### Heartburn/Indigestion:
(aches/cramps/nausea/queasy)/Bloat/Gas/Belch/Ulcer/H.H.

#### Bowels:
Regular/Incomplete/Sluggish (every ____ days)/Cramps/Laxative/Suppositories/Enemas/Colonics/Bulk

#### Fecal Consistency:
Soft/Ribbons/Mucous/Normal/Hard/Pebbles/Dry/Pain/Diarrhea/Constipation

#### Hemorrhoids:
History/Current (swollen/burn/blood/distend/itch/ache/cramp)

#### Prostate:
History/Current (burn/ache/pain/restrict/dribble/emission/swell)

#### Vagina:
(burn/itch/dry/pain/blood) Discharge (clear/white/yellow/green/brown/odor)

#### Menses:
Regular/Irregular (early/late)/Skip BC pill LMP

#### Breast:
Cramps/Tenderness/Acne (pre/mid/post)/Spotting/Clots

#### Ovulation:
Pains/Cysts/Discharge-Regular/Irregular/Fibroids

#### Menopause:
Natural/Surgical (partial/complete)/Hormones/Patch/Flashes/Fornication

#### Cramps/Aches/Anxiety:
Legs/Feet/Arms/Hands Rash/Acne/Dry/Itch/Fungus/Patch/Fluid/Cellulite/Nails-Spots/Hair Loss-Limp

#### Urination:
Nocturnal ____/night ____/week Frequency/Urgent/Burn/Pain/Odor/Spasm/Leak/UTI

#### Sleep:
Difficulty Falling Asleep/Insomnia/Interrupted (____/night)/sleep craving/jolts

#### Dreams/Nightmares:
Restlessness/___ hrs per nt.

#### Appetite:
Low/High/Sweet/Coffee/Tea/Chocolate/Beer/Wine/CHO/spices/Ice Cream/Soda Stress

#### Energy:
Low/Variable/Up/Slow to start (improving/worse) __ am/pm/meals low/Exercie

#### Memory:
(name/number/word) Coordination/Concentration Sexuality (flat/low/normal)/Impotent

#### Slow Healing:
Bruising/Arthralgia:

#### Weight:
(+/- ____ lbs) Overall (+/- ____)

#### Medications:

#### Surgery/Allergy:
NUTRITION SCHEDULE

CONTACT REFLEX ANALYSIS

METABOLIC

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>When Arising</th>
<th>Breakfast</th>
<th>Mid-morn</th>
<th>Lunch</th>
<th>3 pm</th>
<th>Dinner</th>
<th>Before Sleep</th>
<th>No. of Bottles</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>

IMMUNE/ALLERGY

HORMONAL

MASTER

STRONG/INCOMPLETE

SPECIAL INSTRUCTIONS

Ragland’s:
( / / ) / lying
( / / ) / standing

Ca cuff test: /

Allergy:
## Nutrition Statistics: Annual 2004

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
<th>Comparison</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total charges</td>
<td>1,496,018</td>
<td>(1,300150 – 2003)</td>
</tr>
<tr>
<td>Total collection</td>
<td>1,494,297</td>
<td>(1,284164)</td>
</tr>
<tr>
<td>% Collected</td>
<td>100</td>
<td>(99)</td>
</tr>
<tr>
<td>Total visits</td>
<td>7,730</td>
<td>(7,054)</td>
</tr>
<tr>
<td>Total New Patients</td>
<td>411</td>
<td>(358)</td>
</tr>
<tr>
<td>Average charge (deducted)</td>
<td>193</td>
<td>(184)</td>
</tr>
<tr>
<td>Case Average (deducted)</td>
<td>3,640</td>
<td>(3,639)</td>
</tr>
<tr>
<td>Total nutritional exam fees</td>
<td>120,400</td>
<td></td>
</tr>
<tr>
<td>Total supplement sales</td>
<td>1,373,897</td>
<td>(charges – exam fees)</td>
</tr>
<tr>
<td>Total wholesale costs</td>
<td>947,989</td>
<td></td>
</tr>
<tr>
<td>Total sales profit</td>
<td>425,708</td>
<td>(sales – costs)</td>
</tr>
<tr>
<td>% Profit of sales</td>
<td>32</td>
<td>(sales x 100/profit)</td>
</tr>
</tbody>
</table>
Nutritional Procedure/Protocol from Start to Finish:
Whole Health Associates

Vision Statement: To encourage the expression of the deep longings and aspiration that catalyze and open into the service of higher purpose

New Patient
1st Visit  welcome to the office and time check with practitioner’s schedule
- completion of clinic intake forms and disclaimer
- completion of symptom survey form
- office visit includes introduction to nutritional approach and my approach
- interview of purpose of visit and objectives for visit, case history, nutritional examination
- contact reflex analysis
- report of findings and recommendations, including long-term goals/ plan (management)
- explanation of rescheduling, costs and payment options, and return policy
- supporting literature

Established Patient
2nd Visit  review of symptoms and interview, note changes and explain what caused the change
- Introduce and explore role of diet and lifestyle
- repeat positive findings from 1st visit
- contact reflex analysis
- report of findings and recommendations, review again long-term goals/ plan
- supporting literature

3rd through 8th Visit  review of symptoms and interview
- review diet and lifestyle
- repeat positive findings from 1st visit
- contact reflex analysis
- report of findings and recommendations
- supporting literature

9th Visit  review of symptoms and determine shift towards maintenance
- introduce ideas of maintenance and encourage final analysis with blood, urine, hair
- introduce and complete Acoustic Cardiography
- final fine tooth comb to determine subtle patterns of need

Maintenance Care
- described by interval between visits over 8 weeks
- ongoing Latest and greatest updates
- ongoing chronic degenerative projects, such as osteoporosis or CAD
- introduce resource for future health challenges personally or with family friends
- discuss longevity and vitality concepts
- create lifetime goals
- introduce other therapies and approaches to continue the evolution of self
- send letter acknowledging the completion of corrective care
Nutritional Evaluation Service

Nutrition deficiency and chronic degenerative changes have become common in this modern world. Due to increased stress, a diet that no longer resembles what our genetic coding was designed to utilize, and toxic exposure that exceeds normal abilities nutritional therapy has developed as a way to support the human in today's landscape.

We are pleased offer comprehensive nutritional evaluation and corrective recommendations, including supplements and gradual diet modification, to assist in adapting to this world. We find immediate increase in vitality and joy as the primary motive for undertaking this therapy. It is also noted that almost all of our physical conditions respond and may even resolve with specific nutritional support.

We encourage people to include nutritional evaluation as part of their whole person care by setting an appointment for a nutritional evaluation with the doctor. The cost of the evaluation is $35, not including nutrient supplements. It is good to feel well!