

## The Big Bonus System

	Office Visits	New patients	Payments	Bonus
Daily				<b><i>\$25</i></b>
Weekly				<b><i>\$50</i></b>
Monthly				<b><i>\$100</i></b>
Yearly				<b><i>\$200</i></b>

## 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<sup>st</sup> Visit

### Established Patient

2<sup>nd</sup> Visit

3<sup>rd</sup> through 8<sup>th</sup> Visit

9<sup>th</sup> 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 pH:

**Eyes:** Burn/Tear/Ache/Red/Dry/Film/Itch/Blur/Floaters/Spots/Tired/Puffy/Stye/Twitch/Circles

**Sinus:** Dry/Drain/Plug/Post(white/yellow/green/gray/brown/blood/clear)/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/Congestion/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/sting/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

Flow (heavy/moderate/light/long/brief) Cramps-mild/med/severe/back

Low Abdominal Puffiness/Fluid-face/hands/feet/body

Breast Tenderness/Acne(pre/mid/post)/Spotting/Clots

PMS -(Mood swing/irritable/depression)/Breast/Fluid/Tired

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

Breast Feeding/Fibrosis/Lump/Discharge/Prosthesis/Reduction/Tender

**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/Night sweats/Restlessness/\_\_\_\_hrs per nt.

Sad/Grief/Depression/Moodiness/Irritable/Worrisome/Angry/Nervous/Frustrated/Anxiety/Panic/Cry/Fear/Shame

**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/Exercise

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

Slow Healing/Bruising/Arthralgia:

Weight: (+/-\_\_\_\_lbs) Overall (+/-\_\_\_\_) Height: BF% ( ) Pulse BP: / Chol. HDL Tri.

**Medications:** **Surgery/Allergy:**

PATIENT NAME \_\_\_\_\_

DATE \_\_\_\_\_ RE-EVALUATION DATE \_\_\_\_\_

# NUTRITION SCHEDULE

CONTACT REFLEX ANALYSIS

METABOLIC

IMMUNE/ALLERGY

HORMONAL

MASTER

STRONG/INCOMPLETE

PRODUCT	When Arising	Break-fast	Mid-morn	Lunch	3 pm	Dinner	Before Sleep	No. of Bottles	

SPECIAL INSTRUCTIONS

Ragland's:

( / ) / lying  
( / ) / standing

Ca cuff test: /

\_\_\_\_\_  
Allergy:

## **Nutrition Statistics: Annual 2004**

<b>Total charges</b>	<b>1,496,018</b>	(1,300150 – 2003)	
<b>Total collection</b>	<b>1,494,297</b>	(1,284164)	
<b>% Collected</b>	<b>100</b>	(99)	
<b>Total visits</b>	<b>7,730</b>	(7,054)	
<b>Total New Patients</b>	<b>411</b>	(358)	
<b>Average charge (deducted)</b>	<b>193</b>	(184)	(charges/visits)
<b>Case Average (deducted)</b>	<b>3,640</b>	(3,639)	(charges/new patients)
<b>Total nutritional exam fees</b>	<b>120,400</b>		
<b>Total supplement sales</b>	<b>1,373,897</b>		(charges – exam fees)
<b>Total wholesale costs</b>	<b>947,989</b>		
<b>Total sales profit</b>	<b>425,708</b>		(sales – costs)
<b>% Profit of sales</b>	<b>32</b>		(sales x 100/profit)

# 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

- 1<sup>st</sup> 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

- 2<sup>nd</sup> 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

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

- 9<sup>th</sup> 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!