

The Big Bonus System

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

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

1st Visit

Established Patient

2nd Visit

3rd through 8th Visit

9th 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:**

Nutrition Statistics: Annual 2004

Total charges	1,496,018	(1,300,150 – 2003)	
Total collection	1,494,297	(1,284,164)	
% Collected	100	(99)	
Total visits	7,730	(7,054)	
Total New Patients	411	(358)	
Average charge (deducted)	193	(184)	(charges/visits)
Case Average (deducted)	3,640	(3,639)	(charges/new patients)
Total nutritional exam fees	120,400		
Total supplement sales	1,373,897		(charges – exam fees)
Total wholesale costs	947,989		
Total sales profit	425,708		(sales – costs)
% Profit of sales	32		(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

- 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!