**TLC Scriptbook 2.0 UPDATES 5/20/22**

**CA PRIMARY SCRIPT #1** (Dr Day 1 Scriptbook pg 2 - CA Scriptbook pg2)

* **Changed From:** *There is no expense to you for the initial consultation*
* **Changed To:** *There is no expense to you for the initial* ***screening***

**Add IN: End Of CA Primary Script #2** (Dr Day 1 Scriptbook pg3 - CA Scriptbook pg 3)

*Thank you so much for filling out your application so thoroughly! I'm going to hand you this important brochure. Please take a few minutes to read that. It's on "Subluxations". You'll hear that word a lot in our office. And we're going to ask you some questions on it.*

**Day 1 Step 1 Greeting** (Dr Day 1 Scriptbook pg 7)

* **Changed From:** *Most of our patients are referred here*
* **Change To: *ALL*** *of our patients are referred here*

**Day 1 Step 2 Understanding** (Dr Day 1 Scriptbook pg 8)

* **Changed From:** *I know you are here because of \_\_\_\_\_ and we want to help you elevate your health*
* **Changed To:** *I know you are here because of \_\_\_\_\_ and we* ***are here*** *to elevate your health*

**Day 1 Step 5** (Dr Day 1 Scriptbook pg 18)

* **Changed From:** *You do need them to be here in order for you to get well*
* **Changed To:** *You* ***do NOT need*** *them to be here in order for you to get well*

**Day 1: Drs Binding Exiting Statement** (Dr Day 1 Scriptbook pg 41)

* **Changed From:** *to instead of immediately tomorrow*
* **Changed To:** ***immediately after your report tomorrow***

**Day 2: Step 11 Frequency** (Drs Day 2 Scriptbook pg 25)

* **Changed From:** *However if go right to physical rehab or an exercise program*
* **Changed To:** *However, if* ***you*** *go right*

**Drs Break Out- Step 7** (Drs Day 2 Scriptbook pg 50)

* **Changed From:** *If you see the last 2 months as accommodating to handle and the preceding two months as workable then the only question is the first two months*
* **Changed To:** ***As we look over the finances the last 2 months obviously I’m hoping are very doable. The 2 months proceeding that are a little bit more.***

***If you can handle the last 2 months and the middle 2 months then the real question that sits here is are you able to handle the first 2 months of payments which are the larger amounts? If you can handle those everything else will seem easier.***

***So month 1 at $\_\_\_\_\_\_\_\_\_\_\_ (example - $663) and month 2 at $\_\_\_\_\_\_\_\_\_\_\_\_\_ example - $573)***

***Are you able to get started with those?***

**Review of Policies Individual** (Dr Day 2 Scriptbook pg 59 - CA Scriptbook pg 45)

* **Changed From:** *The next policy is “no missed appointments”*
* **Changed To:** *The next policy is* ***ONLY kept*** *appointments*
* **Changed From:** *When you call, please have the day and time you would like to reschedule to.*
* **Changed To:** *When you call, please have the day and time you would like to reschedule* ***your appointment to within the same week to keep you on pace with your prescribed care plan***