

Scripting Training Reminders

Scripting Positioning Statements

- 1-Every minute counts in training
- 2-Must train you on how to return home and train
- 3-Be OK with walking in with the CHECK-LISTS IN HAND
 - ★ (even the scripts)

POWER WORDS:

Decay, rot, deterioration, arthritis, setbacks, unacceptable, aging, erosion,...

POWER STATEMENTS: IN SCRIPT BOOKS

- I'm not OK with that "this is bad" . I do not like what I see here.
- You're progressing down a bad road that is getting worse by the day...
- Pattern interruptions demonstrate
- Building your confidence with using their names
- OPQRST & Traumas, Talking/Teaching exam- drill saying subluxation over and over
- Overcompensation Drills step 11&12
- Application of day 1 and day 2 scripting in REX, Re-Reports and Anniversary Reviews and TIC talk
- You are not leaving here a "canned presenter" you are leaving here more naturally suited to yourself and inspiring people with genuineness (Pavorotti, "here comes the sun", Gilligan's Island, Pledge of Allegiance, Tchaikovsky's 1812 Overture..let's get real!!!!!!!)
- Record yourself as much as possible- YES!
- Play big, be in state, in your room, with your patients
- Play TLC clips of NP Day 1 and Day 2



Minimizing Words- Words to eliminate

- A. A little
- B. Just
- C. Might be
- D. I think
- E. Maybe

★ Replace these with:

- 1. You have-
- 2. John has-
- 3. I don't like this-

When speaking of money, gulp reflex is done in dollars and final cost is done in numbers.

Challenges to Address:

Ferumping Husbands and more... when to address or not address them.

- If a person is grumpy unto themselves, wait until breakout to address
- If a person is grumpy affecting others, address it in group immediately.

Sample Script Drills:

Open with NP Telephone Script Role Play

- say script over and over
- stand in circle read normal once out loud in unison
- one sentence each
- one word each
- skipping every other word
- loud and whisper
- first 3 words then to yourselves then after 10 seconds all out loud to completion
- Power words and exercise, contrast best and worst words..., buddy up and contrast each other in spitting opposite words out one after the other.

Pattern Interruptions – using their name

Over-repetition - their name for anchoring, lifetime care, crisis intervention...

Detours and bringing back to – Steps and Questions Presented...



Script Tips

1. All TLC scripts are notes in *Italics* in this scripting book
2. Know which scripts are yours based on your primary zone of job description
3. Print up four sets of these scripts
4. Plant them all over your life- IMMEDIATELY
 - A. Car passenger seat
 - B. Bedroom nightstand
 - C. Work station
 - D. Briefcase
5. Record yourself reciting these very scripts-
 - A. Keep one recording on your phone to access these scripts
 - B. Listen to them constantly when you are not able to read them
 - C. Always attempt to recite out loud along with your recording
6. Create an outline of your scripts
 - A. Make multiple copies
 - B. Place one at each of the areas your scripts are kept
7. Attempt to recite your scripts verbatim with the outline
8. Spot train with everyone on your team constantly
9. Create a team “Train Game”
 - A. One week point system
 - B. For number of times you ask others their scripts in quiz segment format
 - C. The person who engages the team member the largest numbers of times receives a prize



YES S.I.R. TRAINING

- S. **Saying** - What is scripting saying?

- I. **Important**- Why is it Important to me?

- R. **Response**- What response am I hoping to get from it?

