

LOADING OF ROOMS

KEEP IT EXCITING!!! Always send a practice member into an adjusting room with enthusiasm! Great things happen when people get adjusted and we know that! Say things like: **Mary, your tune up will be in room one today! Mary, we can see you in room three this morning for your adjustment!** Also, if your office has multiple doctors and some are busier than others, send the practice members in with: Mary, Dr. Snyder will see you in room 1 today! This will alleviate practice members sitting in the reception area wondering why people who arrived after them are being seen before them. If they know it is for a different doctor they will understand. More ways to send practice members into the rooms are as follows:

- “Mary, you can head right into rehab and get started. When a table is ready you can lay down, unload your spine and get started on your breathing!”
 - “Let’s get your spine moving in Room 2 today Mary!”
 - “Let’s wake up your nervous system in Room 4 today Mary!”
- “Let’s boost that immune system with an adjustment in Room 5 Mary!”
 - “We’re ready for you in Room 1 Mary!”
 - “You can go to Room 2 for your adjustment Mary!”
 - “Let’s get you adjusted in Room 3 Mary!”
 - “Dr. Kelly will see you in Room 4 Mary!”
 - “Room 5 is ready for you Mary!”
 - “Your adjustment will be in Room 7 today Mary!”
 - “You’re all set for Room 1 today Mary!”

*Switching up your language when sending members to rooms will avoid the dreaded drone of “Mary Room 1”, “Steve Room 3”, “John Room 7”, “Bill go back to Room 2”, “Lets send you back...”, “Sam go down to Room 1”.

REMEMBER: We do not want to send anyone **BACK** or **DOWN** for an adjustment!

PEOPLE NEED EXCITEMENT IN THEIR LIVES

BE A PART OF IT!