



THE FUTURE CHIRO

BUILDING YOUR NEXT GENERATIONAL PRACTICE

No Staff - No Appointments - No Phone - No Insurance

thefuturechiro.com

PROCESSING EXISTING PATIENTS

When patients enter my front door, I greet them by saying, “Welcome, I’ll be right with you.” And at the entrance of my front door there are two signs, one for new patients and one for established patients. The established patient sign reads, “Welcome back, please fill out the form below and Dr. Scot will be with you momentarily.” They fill out the form and find a seat in one of my two waiting areas.

When their turn is next, I call them back and they hand me their form and as their lying on the table, I’m entering them into my computer in their patient file. As I begin treating the patient, I’m talking to them the whole time as about their day, their family, and other such topics staying engaged throughout the adjustment. After the treatment, I collect my \$20 fee and state, “I’ll see you when I see you.” At this point, I stick my head out the office and call back the next patient.

Remember to be just as clear and purposeful with your established patients.