

## Throw Someone a Lifeline!!!

Your name \_\_\_\_\_

Your phone number \_\_\_\_\_

If you know of a friend or relative that may need chiropractic care, list their name and phone number(s) below. We will provide for them an initial examination and if needed one screening x-rays at no charge.

I would like to refer the following person(s) for a complimentary examination and x-ray:

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

We can help others because you care enough to refer, thank you!

Following is the script for the workshop referral:

**Telephone Script:**

Hi! Mr. /Mrs. \_\_\_\_\_, I'm \_\_\_\_\_ from Back Pain Chiropractic Clinic. Mr./Mrs. \_\_\_\_\_ has mentioned you as someone who needs chiropractic care. Has she discussed this with you? (Let them talk)

Well, if this is a convenient time, let me explain this program a little further. Is this alright with you?

Here's how it works!

Because Mrs. Smith cares about you, as a courtesy we can arrange for you to have a consultation. Also, I will do a spinal examination and x-rays, if it is needed, to see if chiropractic care can help you at absolutely no charge to you.

I will then give you a report of our findings on a subsequent visit about your condition.

You are under no obligation. After all, we are doing this as a favor for Mrs. Smith.

Fair enough?

We do have an opening for an appointment for this no charge examination on Tuesday and Wednesday.

Which would be better for you?

After scheduling the appointment, then thank them for their time.