



THE QUICK CHEAT SHEET OF THE SCRIPT

- 1. STEP ONE: WHY ARE THEY INQUIRING?**
- 2. STEP TWO: HOW LONG HAVE THEY BEEN IN PAIN?**
- 3. STEP THREE: WHAT ACTIVITIES ARE LIMITED DUE TO PAIN?**
- 4. STEP FOUR: WHAT HAVE THEY TRIED IN THE PAST TO RELIEVE THE PAIN?**
- 5. STEP FIVE: EMPATHIZE AND BUILD CREDIBILITY FOR THE PRACTICE**
- 6. STEP SIX: BOOK THE APPOINTMENT**