

Everyone that you come across will have some kind of dream/aspirations etc. It may not be the same as yours but that's what makes this world so beautiful and vibrant, since we are all very different. We have to acknowledge and respect the differences at the same time work towards the common goal. Always see your clients as partners in the fight of pain. Clinic provides the therapist with cell phones-at the time of evaluation, write down your number and give to the client and say " I should be the first person you talk to incase the pain increases so here is my personnel cell number" The client will be shocked as this is highly unlikely for a practitioner to do. This act instantly sets you apart as someone that truly cares about the outcome. If a particular person becomes nuisance then block that particular number or only give out your number if you are totally comfortable. In my experience people rarely call so there is no need to have any fear that you will be bombarded with phone calls. If it is neck or back pain then write down [healingtouchservices.com](http://healingtouchservices.com) on the same visiting card you give your phone number on to get a better understanding of neck and back pain. This will give a person better insight on knowing what to do and what to avoid. Don't forget your clients can claim their treat your own book for FREE! Once they go through it, it will make huge impact as you and the client are on the same page so the partnership to recovery is much smoother.

When clients see you and them as partners, they will be much better compliant with home exercise programs-making it a pleasure dealing with them. If it's too much dealing with clients then cut them off. Help people that want to be helped instead of wasting your valuable time with people who don't care to make that change. If you deal with those people a lot, it affects your mood which



will then affect the rest of the clients you are treating as well as affect your family life so don't do it. I am well aware that if people are not happy they will pay on their own money and tell 10 to 20 people they know, now with social media the numbers are astronomically high but you would have to draw the line somewhere. This should never be the first resort, keep it as the last resort. Avoid it as much as you can but if it is too much then cut them off. As much as I hate this, it is a must in serving well the people that want to be helped. It's naïve to think that you can save the whole world that is in pain. You can only help the people that want to be helped that is: the people that are regular to treatment and the ones that is compliant with all the home exercise programs. There will be a minority of people who will not like you for this precise reason but it should not matter. There will be plenty of people that want to live a pain free life, your job is to help them achieve it-this should give you great satisfaction in what you chose to do.

Help out in any way you can. Just because we are for profit organization doesn't mean we have to lose the kindness, honesty and straightforwardness that is within each of us. We are not in business to make some money anyhow. If we are here to help someone to live pain free and make money in the process, I don't see anything wrong with that picture. Matter of fact, we should help out as many people as we can. To us there shouldn't be anything that should give more joy than to see someone live pain free. If our primary objective is to help out as many people as we possibly can then does it matter how much money we make in the process? No religion advocates making money is bad. Bible does not say money is bad. It talks about love of money, not money itself.



When you evaluate someone be open minded. Things you consider silly may be very important to the other person. It's not about you, it's about the client's wants, needs etc. Always keep that in mind when you make treatment plans.

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