

**6 Steps of Day 1**

Step 1: **GREETING**

Step 2: **UNDERSTANDING**

Step 3: **CLARITY** we are looking for – subluxations

Step 4: **PHYSICAL** **CHECKS**

Step 5: 1st Green Light – **EXAM**

Step 5: 2nd Green Light – **FEE**

Step 5: 3rd Green Light – **REPORT**

Step 5: 4th Green Light – **SPOUSE** **AT** **REPORT**

Step 6: **HOPE** and **HANDOFF**

**Doctors Breakout – 8 Steps**

Step 1: The **BAD NEWS**

Step 2: The **X-RAYS** – (and/or other related diagnostics tools)

Step 3: Tie to **NERVOUS SYSTEM**

Step 4: How **THEY** **CREATED IT**

Step 5: The **GOOD NEWS**

Step 6: **REALISTIC EXPECTATIONS** – Miracles

Step 7: Time, Frequency, Intensity and Money (**TFI$** - 4 Green Lights of Day 2)

Step 8: **FIRST ADJUSTMENT**