

Dr. Brimhall's

One More Piece of the Puzzle

For Wellness

Recommendations and Programs Of Care - Part I

Doctors frequently ask me how often we see a patient, what kind of recommendations we make, and how do we know how much care a patient needs?

There is no exact answer to how fast each patient will respond. There are guidelines to look for. An acute sprain is documented to take six to eight weeks to stabilize and repair. However soft tissue heals with second grade less elastic tissue if it is a severe injury. The patient may need maintenance care after the sprain heals.

The kind of patients I became noted for were the people that would fly in for from all over the world with chronic conditions of: arthritis, headaches, chronic pain, MS, lupus, ADD, ADHD, chronic fatigue, etc. My waiting list was on average 30 to 35 patients wanting to get in. They would have to wait 3 to 4 months before we could see them. Remember, we treated patients with all kinds of conditions but we did not treat the conditions.

With this in mind, we scheduled a new patient for 2 ½ hours the first day. They would have been sent the video (now CD) to watch in advance. If they had not seen it, they would view it prior to the 15-minute consultation. Associates would then examine, nutrient test and x-ray most patients. I would then have all of this information available for my one hour of treatment with them.

I would do all 6 interferences and corrections the first day to evaluate, educate and monitor their ability to respond. The second day they would have an hour with me and I would treat and give them their report of findings. At this time I would tell them what I recommended and the costs associated with the care. In most chronic, serious cases, I would present a three month treatment plan if they were local and four to six weeks, being seen daily, if they were from another state or country. Those that were put on three-month programs were seen one hour, three times per week for the first month and twice per week for the following two months, with one-hour visits with my staff and myself. They were in the office many days another hour doing massage, EAV (electro acupuncture by Voll), detox footbaths, extended craniosacral work, therapies eg diathermy etc.

We added up what the total cost of care would be if paid at time of service and discounted it if they desired to pre-pay. We also would give them 20% off of the Nutri-West nutrition if they became PROGRAM PATIENTS (or prepay patients). You must consult the legality in each state, province or country for prepayment. I have heard in some states, they claim it is a form of insurance, and is not legal. I have heard others say they had to put the money in an escrow type account and draw it out as the service was rendered. You find out for yourself what the laws are for your local if you choose a prepay offer. Do not guess.

In our area and at the time \$5,000 to \$ 5,500 was an average pre-pay program. The advantages were we could do all six steps without having to worry how much the patient was

going to have to pay each visit. We only had to discuss fees the first day or two and the rest of the time, we only discussed patient care and progress. It was wonderful for the patient and the office. The patients loved it and we had miracle after miracle because we could do the work needed on each visit. Can you imagine what it would cost to go to Mayo's for one to two hour appointments for three months?

Think how an attorney works. The consultation may be free, but nothing else is. They get a retainer for \$ 5,000 to 10,000 to start with. They tell you when that is used up and you are responsible for more. In a program of care, we evaluated every 30 days and monitored progress and altered any needed changes in our treatment plan to gain the desired results. There was a small percentage that needed a second program of care.

Most of the patients responded very well and were put on maintenance or extended programs of care, after the initial program. Serious cases may have been put on weekly visits for several months. Most were put on once to twice per month. We again added all of our recommendations and discounted 20% if they desired to pay in advance. Most patients had received such great results and were so used to being so spoiled, they opted for the extended care pre-pay.

Acute cases were seen a few visits and released from active care as they stabilized. I only told the patients what they needed. I would say, "if I were in your chair and you in mine, here is what I would want you to tell me". I would also tell them that it was my job to tell them exactly what I thought they needed and their job to tell me what they were willing to do. Like Dr David Lee says, "It is Your Body, Your Health, and Your Choice."

It is just a dishonest not to tell someone what he or she really needs as it is to tell them they need something they don't. I personally want adjusted and to have the six steps to wellness evaluated and treated at least once per month my whole life. I educate the patients with the CD's, Report of Findings Booklet, office DVD, health care classes etc to desire this same quality and frequency of health care for themselves. However, I respect what they choose. If it is just one visit to relive pain, then that is their choice and I will give them the best one time adjustment possible. With each choice there are consequences and outcome. May all of your outcomes be favorable.

Your body, your health, your choice!

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