

# CONSULTATIVE SERVICE / DETOXIFICATION PROTOCOL

## **Step I:**

- Mineral Imbalance Screening
- Dehydration Screening
- Recommend 15 minute consultation (includes Health Assessment & Blood Pressure Screening)
- 25% give Health Assessment to take home

## **Step II:** 15 minute consultation

- Test minerals given
- Blood Pressure Mineral interpretation
- Ph testing (saliva, urine (for home))
- Customized Mineral Management Program
- Teach patient how to test themselves for mineral imbalances when they come in each month
- Go through and explain Assessment scores (use John Hess Assessment Questionnaire approach)
  - \* Use new Pharmacist Chart Record
  - \* Ask goals of the patient
- Explain the need for consultative service or Detoxification Program (review John Hess's How to Approach the Patient)
  - Time
  - Labs
  - Free Mineral Management Testing for the year (\$19.95 value each time)
  - Free Ph testing during consultation period
  - Free Blood Pressure Mineral Interpretation
  - Research
  - Customize
  - Price and financing options
  - Guarantee Services
- After Sale
  - Start patient on Mineral Replacement Therapy
  - Get patient on high protein breakfast (Wellness Shake)
  - Start elimination diet
  - Set up 1 hour consultation within 2 weeks
  - Give Probiotic Brochure, Identified Mineral Deficiency handouts, GI Program Handout, Dr. Braly's book, any pertinent Drug Depletion handout, Probiotic Natural Choices Report.

## **Step III:** 1 hour consultation

- Test minerals again (let patient show you they now can do it)
- Blood Pressure Mineral Interpretation
- Ph testing (saliva, urine (for home))
- Explain importance of Probiotics, Essential Fatty Acids, Customization, Balancing Minerals, Fiber, GI Program and Detoxification Program
- Recommend appropriate Laboratory services
- Continue Mineral Balancing Program
- Place patient on GI Program
- **Place patient on Customized Essential Fatty Acid Program**
- Set up next consultation in 30 days (15 minutes)
- Call patient first week
- Call patient third week
- \* Also remind them about appointment the next week



**Step IV:** 15 minute consultation (\$39.00)

- Test minerals again
- Blood pressure mineral interpretation
- Ph testing (saliva, urine (from home))
- Explain importance of Multi-vitamin, Calcium, Antioxidant (depending on disease state), and Detox II
- Interpret Labs if available or applicable
- Continue Mineral Balancing Program
- Start Part II of GI Program
- Start patient on Multivitamin
- Start patient on Detox II
- Start patient on Calcium (if woman or man over 60)
- Set up next consultation in 30 days

**Step V:** 15 minute consultation (\$39.00)

- Test minerals again
- Blood Pressure Mineral Interpretation
- Interpret Laboratory if applicable
- Continue Mineral Balancing Program
- Start Part III of GI Program
- Start patient on Antioxidant
- Continue Detox II until you feel it is necessary to stop
- Have patient complete Health Assessment Questionnaire again to bring to next consultation
- Set up next consultation in 30 days

**Step VI:** 15 minute consultation (\$39.00)

- Test minerals again
- Blood Pressure Mineral Interpretation
- Ph testing (saliva, urine (for home))
- Continue Mineral Balancing if necessary
- Patient stops GI Program and is on maintenance
- Continue Detox II or if patient is well, start Detox I for 30 more days
- Compare the first Assessment with the current Assessment to show progress
- Tell the patient they can continue to test their mineral free for the rest of they year
- Recommend to the patient for a seasonal checkup for Prevention Program (based on the time of the year). If it is summer, set up appointment for 15 minutes in September for a Cold/Flue Prevention Program. Call Patient 1 week before September consultation.