



INQUIRERS

ATTENTION PLEASE

To Female or Male Inquirers Who Are Not Head of Household?

Dr. Smith asks that the Inquiry Telephone Consultation Appointment Be Scheduled with

Dr. Smith, the Inquirer and Head of Household!

(and the patient, if not the Inquirer or a child age 12 or less)

Note: If the Inquirer is the Patient and the Head of Household, the information in this document does not apply.

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Partner and Head of Household (HH) - Defined

For the sake of brevity, the term “partner” will be used to refer to the spouse of a married male or female, the significant other or life partner, male or female.

The term **Head of Household** refers to the partner who has the final word regarding all family financial investments and expenditures. This may or may not be the Inquirer. Head of Household may also refer to partners who require mutual agreement of both partners for all financial decisions. **In either case, the Inquirer does not make any financial decision without first consulting, informing or soliciting agreement from the other partner.** This applies also when the Inquirer is subject to the decisions of someone who holds power of attorney or must consult with the guardian of their trust fund, a caregiver or legal guardian.

The information in this document generally applies to female inquirers; therefore, you will notice that the word “she” is often used in reference to the Inquirer. However, if



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the inquirer is a male, who is not the Head of Household or does not make final financial decisions without their partner, then the contents of this document applies regardless of gender.

Dr. Smith's Success Rate is over 90%

Dr. Smith has over 90% success in assisting her clients in improving their health, no matter what their current health challenges. This is a fact. Actually, the full facts are, "Dr. Smith has 100% success rate in assisting her clients in improving their health." If want to know why she reports only 90% be sure to ask her at your Inquiry Consultation.

Therefore, we are not just confident that she can help you improve your health we know she can, for a fact.

It is also very important to Dr. Smith that Inquirer's and their Head of Household are **fully informed to make the right decision for the patient**. This is not possible when the Head of Household is not present at the Inquiry Consultation.

What Is The Outcome Without Head of Household Present?

Over the years, Dr. Smith has observed that the primary reason Inquirers contact her is to gather information to present to the Head of Household before the final decision can be made to start clinical nutrition therapy. She has also observed that this is not only ineffective, it often brings they very opposite results.

Because each Inquiry Consultation concludes with the Inquirer:

1. satisfied that all questions have been answered,
2. confident that Dr. Smith can help them, and
3. has agreed to the Initial Assessment fee so Dr. Smith knows the family budget can support this fee,

it would appear that the Head of Household would support the Inquirer's decision to start clinical nutrition therapy. However, our statistics have proven that scheduling an Inquiry Consultation without the Head of Household has a very low percentage of success. Why?

If Not Present, Head of Household Is Unable to Support Inquirer's Decision

1. **Clinical Nutrition is a very complicated subject** and the Inquirer, though doing their best, finds relaying second-hand information to the partner is ineffective. Just like the old telephone game, what is said is rarely translated accurately at the end and this game rarely includes scientific terms and concepts.
2. **The Head of Household does not have the opportunity to:**
 - a. Have their questions answered to their satisfaction.



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- b. Experience the **same confidence in Dr. Smith's ability to help the patient as the Inquirer has.**
- c. Because previous therapies used either did not work, produced temporary relief, stopped working shortly after therapy was discontinued, or made the patient worse, when Head of Household is not present, they do not receive the education, knowledge and understanding of why clinical nutrition therapy will work so the HH has no reason to put aside their frustration and disappointment to try another therapy. The patient has to try again because they are the one that is suffering and thus must persevere until the right therapy is found.
- d. So the **Head of Household is not thinking in terms of the fundamental values and benefits of clinical nutrition to view this as an investment in the health of the patient,** but views clinical nutrition therapy and services only in terms of the cost, even though the Inquirer has agreed that the family budget can support the Initial Assessment Fee and follow-up services.

Therefore, when the HH is not present, the outcome of the Inquirer sharing the "information gathered" is the Head of Household denies or post-pones indefinitely the patient's starting clinical nutrition therapy. Postponement often means denying later rather than stating so now.

Without HH Present, Inquirer Increases Risk Of Not Starting Clinical Nutrition Therapy

When the Inquirer schedules the Inquiry Consultation with Dr. Smith without the Head of Household present, the Inquirer has dramatically increased the risk of not starting clinical nutrition therapy. Clinical Nutrition Therapy is fundamental to repairing and healing cells and tissue. So no matter what other therapies and health care services are tried in the future, until nutrient deficiencies, biochemical imbalances and organ/gland dysfunctions are corrected, the patient will never be able to improve and maintain health.

Everyone Saves Time and Patient Can Start Clinical Nutrition As Soon As Possible

Therefore, "Dear Inquirers," if you truly do not have the final financial word, please schedule your Inquiry Consultation with Dr. Smith at a time the Head of Household can also be present. This will save you, Dr. Smith and the Head of Household time and help you get started in your clinical nutrition therapy, as soon as possible. You will be more than glad that you took time to do so as this truly is your best insurance to receive the mental, emotional, physical and financial support you need from your Head of Household to start and follow-through on your clinical nutrition therapy, so that you can finally receive what your mind and body needs to heal.

Speaker Phone/Same Place or Three-Way Conference Calls Are Available

For the Inquirer and Head of Household to be in the same place with the Speaker phone "On" is the ideal arrangement because both are able to easily communicated with each other during Inquiry Consultation. However, three-way conference calls are available. Please allow 90 minutes for the Inquiry Consultation. More time may be required, depending upon the number



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of questions asked OR less time, when the Inquirer and the Head of Household have read at least the "Pre-Requirement" Web pages listed at the end of the Inquiry Questionnaire web page.

Printing Web Pages for Head of Household

Printing web pages directly from our website is not user's friendly. To save ink and paper, highlight the text you want to print, copy and paste it into a Microsoft Word document. You may even want to change the font to a smaller size in Microsoft Word. Then Print or Save Ss, type a file name, Save and then print.

Two Inquiry Consultations Are Available, If Necessary

One last comment, if you choose to schedule the first Inquiry Consultation without the Head of Household so that you as the patient and/or Inquirer may first determine if clinical nutrition therapy is what you are seeking, Dr. Smith will be glad to schedule the first consultation without the Head of Household. However, Dr. Smith HIGHLY recommends that after this initial Inquiry Consultation, you immediately schedule as second inquiry consultation with the Head of Household and Dr. Smith for the reasons above.

After Inquirer's Consultation With Dr. Smith, If Without Head of Household

Dr. Smith also recommends that the Inquirer:

- does not attempt to answer the HH questions, also for the reasons above,
- attends the second Consultation, so that
 - the Inquirer is aware of what the HH has learned from Dr. Smith in order to converse with the Head of Household – the HH will ask questions the Inquirer may not have thought to ask Dr. Smith,
 - the Inquirer and the Head will be ready to make a decision at the conclusion of the second consultation and
 - the Inquirer is available to answer any questions the Head of Household has exclusively for the Inquirer.

The Importance of a Successful Inquiry Consultation

Because we know that clinical nutrition therapy is synonyms to your healing and after you have your Inquiry Questionnaire with Dr. Smith, we know that you will truly understand this too. Therefore, your approach to scheduling your Inquiry Consultation is very important.

To help you succeed in this first step to healing, we have provided these recommendations to give you the best assurance for success to receive mutual support on all levels from the partner who makes the final financial decisions or when mutual agreement between partners is needed.



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Thank you in advanced for scheduling your Inquiry Consultation with Dr. Smith and the Head of your Household.