

FACT to remember.



Helpful Tip #1

A Green Graph does **NOT** mean zero symptoms.

The Graph is All Green.



Helpful Tip #2

Dialogue with Patient

- ✓ Fantastic! Your body likes acupuncture!
- ✓ This is above and beyond normal, but we'll take it.
- ✓ Energy is working in your favor.
 - Traffic is flowing freely.
 - We are right on course.
 - Today we will focus more on your chief complaint.
 - We get the BEST results when this happens



**The Graph is All Green
—but there are
borderline highs and
lows**



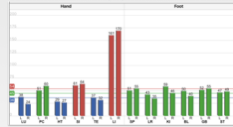
Helpful Tip #3

- ✓ Wow, look at the great changes in your graph.
- ✓ Although this channel is showing up as green, it seems a little borderline. We are going to recategorize it.
- ✓ You are doing fantastic. Borderline means your body is trying REALLY hard to change.

**The patient feels better
—but the graph looks
worse.**



Helpful Tip #4



- ✓ It's a good thing we caught this NOW!
- ✓ Energetic changes happen BEFORE symptoms.
- ✓ Today we will focus on getting your body into balance so you don't have symptoms.

**The graph isn't
changing as fast as
you would like.**



Helpful Tip #5

- ✓ Well, it looks like you are right on track.
- ✓ It's typical for the graph to get worse before it gets better.
- ✓ Chronic conditions can be stubborn.
- ✓ Let's get started on treatment.