



Name: \_\_\_\_\_ Date: \_\_\_\_\_

**1. Info:**

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Hi, I'm \_\_\_\_\_, I represent a company called VERIDIA. We offer advanced technologies and education to Doctors who are interested in offering integrated services. These doctors have found that by adding this technology, they can: 1) increase income 2) better assess their patients needs 3) save time.

Its being successfully used by many in your industry. They have found that it has taken their practice to a whole new level. The technology is called the SpectraVision. Have you heard of it? Y N

Now Dr.....

I'm not here to sell you a piece of equipment that you won't use. But, if I can prove to you that we can increase your client base, get you better results, increase your revenue, plus save you time, would you be interested in adding it to your practice? Y N This may sound too good to be true,,, but first...

Let me ask you a few questions to see if I can really be of service to you ....

What kinds of services do you currently offer? \_\_\_\_\_

Do you have other practitioners offering these services as well? \_\_\_\_\_

On an average how many clients do you see per week? \_\_\_\_\_

What protocol do you use to assess the needs of your patients? \_\_\_\_\_

Do you have an assistant or technician to do this? \_\_\_\_\_

What are your greatest needs? \_\_\_\_\_

What are the greatest challenges in your practice? \_\_\_\_\_

Are you interested in bringing integrated technology into your practice? \_\_\_\_\_

Have you looked into adding any other types of modalities to your practice? \_\_\_\_\_

If so, what \_\_\_\_\_

So, I can see that you are interested in increasing your profits, taking your patients to a deeper level of healing and saving time—is that right? \_\_\_\_\_ Great!

I know we can help you. You have qualified to receive an information packet regarding this technology and to schedule an online web demo. May I get your address?

Company: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_ Wk: \_\_\_\_\_

Cell: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_