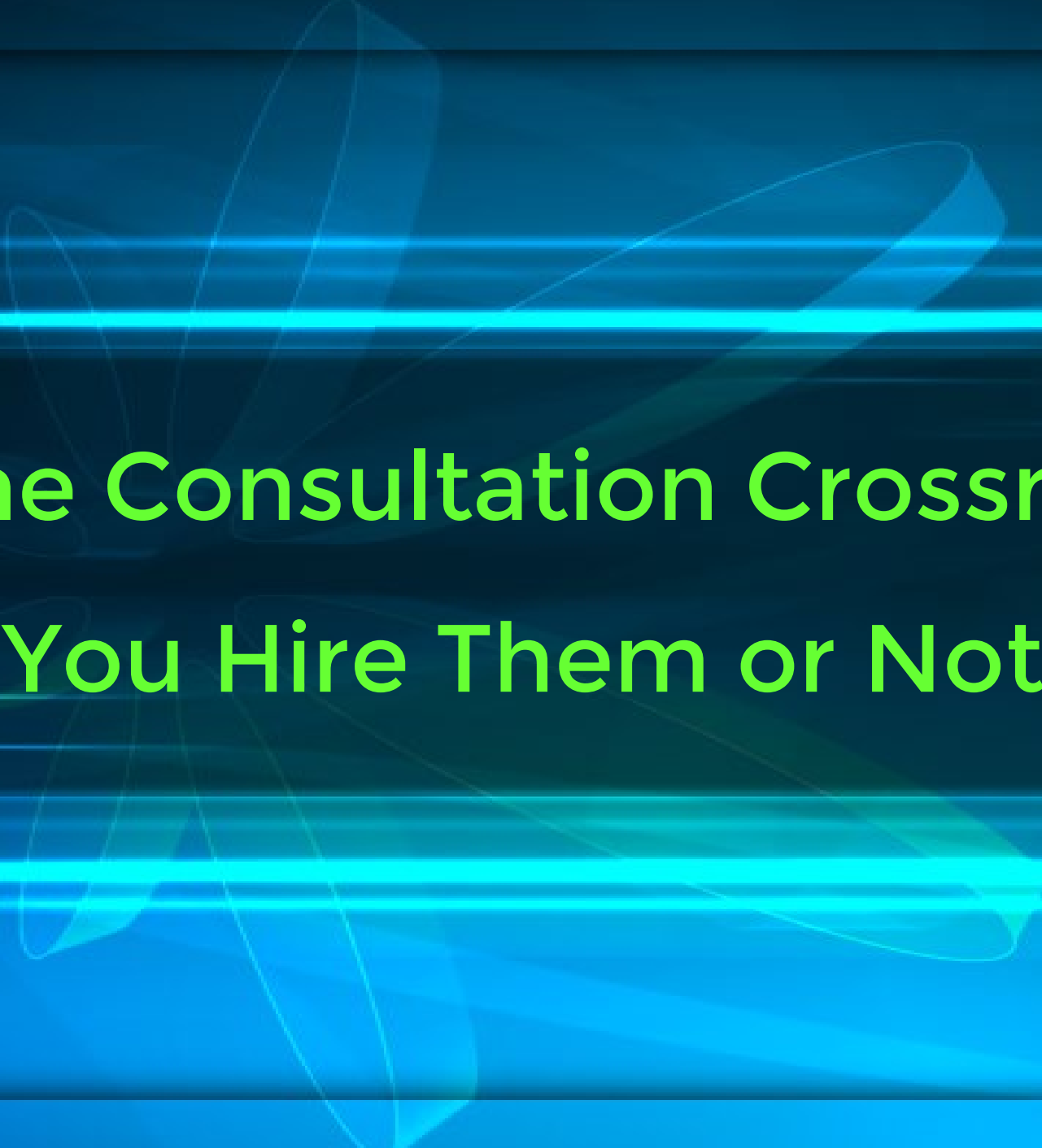


Advanced Principles of Fx Practice

MASTERING THE ART OF FUNCTIONAL HEALTH INVESTIGATION



The Client Session Series



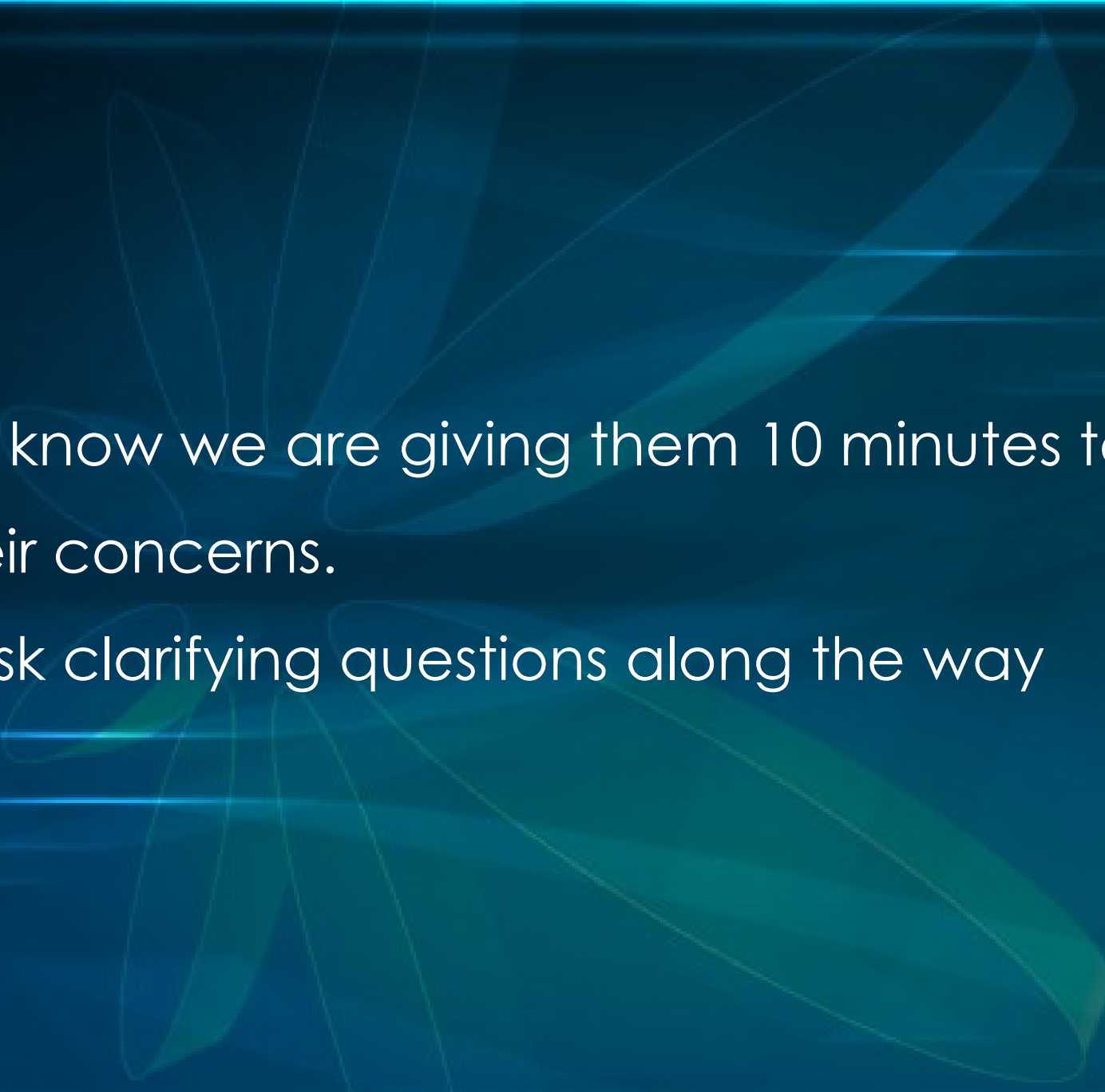
Part 1: The Consultation Crossroads: Will You Hire Them or Not?

We are creating the structure of the interview
so that we **have control and can guide it** to
both complete it in the time allowed and get
the information we need in order to decide if
we will hire this client.

The 2-Minute Overview

- There is a no sales approach - I do not seek to convince anyone to work with me.
- I do not work with all clients who meet with me on consults. My job is to advocate for anyone seeking out a path to healing and if I feel that a different approach will serve them better, I use integrity and recommend other options.
- Some cases require more time than I can properly devote and that is not fair to the client if I take those.

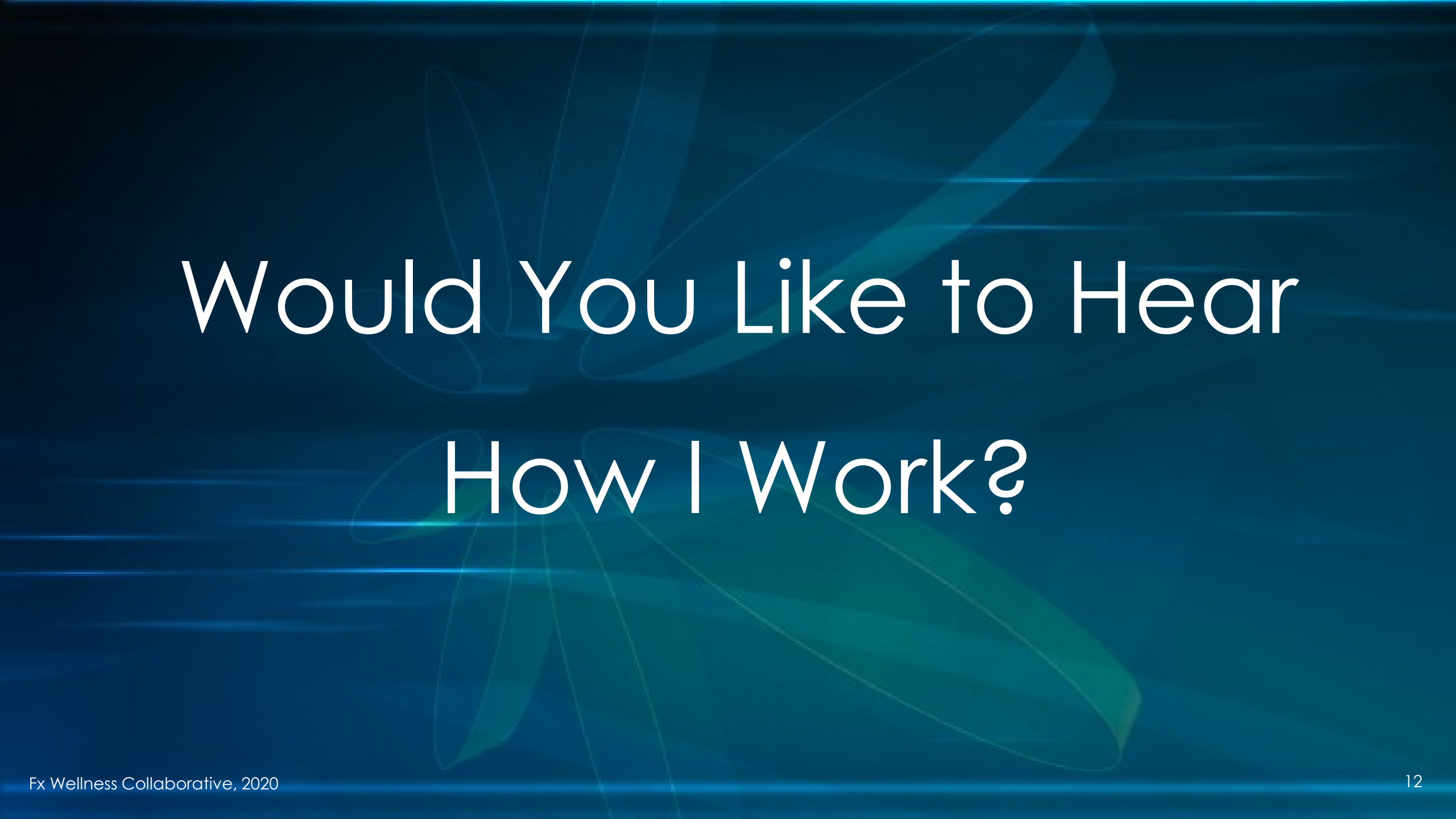
The 10-Minute Health Review

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- Let them know we are giving them 10 minutes to openly share their concerns.
 - We will ask clarifying questions along the way

The 5-Minute Form Review

- Review the “Are We a Good Fit?” Form
- Pay attention to anything that you feel is a red flag and have them answer questions that you feel are pertinent...have they worked with many practitioners and had no improvement? Do they tear down their past practitioners? Do they seem to have a victim mentality that nothing will ever work to help them?

Understand the Motivation of the Client...
Do they want to heal in one month or are
they ready to commit for the end results,
even if that takes a few months?



Would You Like to Hear How I Work?

My Principles

- The body has a healing capability and together, we seek to discover what tools are needed to enhance that capability.
- I am not a healer, I am a teacher, but I am guiding you and teaching you to discover what your unique body may need in order to heal.
- This method is different than any approach you may have tried before because our focus is on you and the clues that we can discover that promote healing since healing is different for each person.

The Outline of Working Together

- The things you are doing to support your health do not appear to be helping you, which is why we are visiting today.
- You cannot heal in the same environment in which you became ill.
- What does it take to move to an environment of healing?

What I Charge and What It Includes

- Amount of sessions
- Research time
 - What you don't see are the hours of research spent on your case or all the time I spend reviewing and analyzing your lab work and intake data as we progress through your case. These hours are also included in the price.

My Expectations

- Detail the client's part of the work.
- I cannot guarantee the length of time healing will take as everyone heals differently.
- They must communicate new information and journal it.
- Get baseline blood testing if they don't have it now.
- Must commit to work as a partnership.

Their Expectations

- If we work together, what expectations would you have about that work?
- What would you expect of me?



Two Choices - Will You Work With Them or Not?

If Yes...

- Yes, you will work with them: “You seem to be in a place to do this hard work...I will email you a purchase link and then it becomes your choice to work with me or not.”

If No...

- You cannot blame "them" for you not working with them so keep any personal judgments out of the conversation.
- Offer a referral to another practitioner.
- Offer a solution more suited to their current needs.

- Again, this is our business, our livelihood, and there is an expectation of an exchange of services for money. We are clear about what we provide and what we expect from the client for that money. If the client cannot meet those expectations and costs us time then that time drain costs us money and creates emotional challenges that can be difficult for us, creating a loss of a sense of ease.
- Keeping boundaries in place protects you. It is heartbreaking to take on a client because of their story and find that they will never learn to heal their body because they won't commit to do the work.