



# Consistent Patients Makeover

## Mentorship for Introverts

### Sample Magic Answers to Common Concerns

Abbreviated Version from the 4<sup>th</sup> step  
of the Consistent Clients Formula for Introverts

\*Remember: First \_\_\_\_\_ their answer before using these  
\_\_\_\_\_.

| If your clients tells you:                                           | Your "Magic Answer" is:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|----------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>"Do you accept insurance?"<br/>(at beginning of conversation)</b> | <i>"Although we don't accept insurance, let's see what you're dealing with so we can get it resolved."</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>You don't take insurance."<br/>(later on in conversation)</b>     | <i>"That's true. But where will you be in 3-6 months if you don't address this issue, whether or not insurance covers it?"</i><br><br><i>*NOTE: This is how to answer it after you've had a "Clients Say Yes" conversation with the client.</i><br><br><i>**You may also ask them if they have a Health Savings Account (HSA). To our understanding, it can be used tax free for many holistic practitioner services, including for homeopathy with Letter of Medical Necessity.</i><br><br><i>DISCLAIMER: Please look up the most current IRS guidelines about what HSAs may or may not be used for.</i> |



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| <p><b>"I can't afford it" or<br/>"I need to think about it."</b></p> | <p><i>"Sounds like money is a consideration for you right now."</i></p> <p>OR</p> <p><i>"Sounds like you need to think about it."</i></p> <p><i>"Tell me more about that..." [LISTEN and EMPATHIZE]</i></p> <p><b>(Be real. Bring up the cost of not doing this for themselves):</b></p> <p><i>Where will you be in 3-6 months if you don't address this issue? What will you do instead?</i></p> |
|----------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

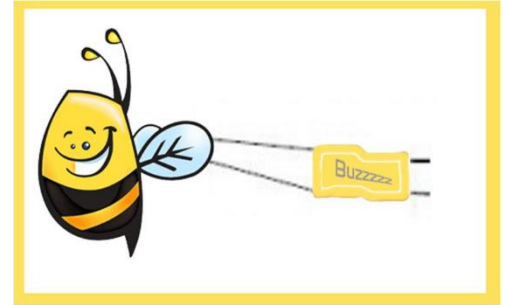
Notes:



### "Referrals Come to Me" Script #1

**Specific symptom/health issue you want to help resolve:**

(ie, food allergies)



**Where people can think of referrals from:**

(ie, who you work with, go to church with, etc)

**What is an action step your referrer can take to introduce both of you?**

(ie, sending you both an email, giving the referred a flyer with gift certificate.)

**Plug it in to one of the scripts from the Consistent Clients Formula to get you started:**

"This month I'd like to help as many people as possible with [specific symptom/health issue]. Can you think of 1-2 people who are complaining about [INSERT FRUSTRATIONS/CHALLENGES]

Maybe someone you know from \_\_\_\_\_ [place]?

Please introduce them to us by \_\_\_\_\_ [how the referrer should introduce you].

*This is Referrals Come to Me Script #1  
from the Consistent Clients Formula*



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To receive priority consideration for a FREE “Double My Practice the Introverted Way” Strategy Session, go to <https://www.surveymonkey.com/r/69YQG79>

\*Mention you listened to the webinar.

See the next page for the 5 steps of the Consistent Patients Formula for Introverts.  
Start bringing in a steady flow patients & income (with less work!)



# Consistent Patients Formula *for Introverts*

## STEP 01

### UNCOVER YOUR UNIQUENESS FACTOR

Uncover your Introvert's Advantage and Uniqueness Factor. Set yourself apart!



## STEP 02

### GET THE WORD OUT WITH POWER COMMUNICATION

Communicate it effectively in front of the right people. Attract your ideal patients



## STEP 03

### GET THE PHONE RINGING, THE INTROVERTED WAY

Get the phone ringing with your top 2 introverted strategies



## STEP 04

### BOOK MORE APPOINTMENTS

Confidently lead conversations that inspire more appointment



## STEP 05

### 2-3X REFERRALS + RETENTION

Multiply patient and Dr referrals + 2-3x retention

