

# PLATINUM MAINTENANCE PROGRAM PROTOCOL

PATIENT NAME:	DATE STARTED PROGRAM:
Initial Evaluation	
Date:	<input type="checkbox"/> Double check paperwork for ALL information <input type="checkbox"/> Take Symptom Survey <input type="checkbox"/> Close <input type="checkbox"/> Give and explain products <input type="checkbox"/> Explain Daily Checklists <input type="checkbox"/> Sign contract form (patient and employee) <input type="checkbox"/> Take "before" picture and record "before" measurements <input type="checkbox"/> Verify next scheduled visit
VISIT 1	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
VISIT 2	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
VISIT 3	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
VISIT 4	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
VISIT 5	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
VISIT 6	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
VISIT 7	<input type="checkbox"/> Evaluate patient's journal and progress

<b>Date:</b>	<input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
<b>VISIT 8</b>	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
<b>VISIT 9</b>	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
<b>VISIT 10</b>	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
<b>VISIT 11</b>	<input type="checkbox"/> Evaluate patient's journal and progress <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Verify next scheduled visit
<b>VISIT 12</b>	<input type="checkbox"/> Complete follow up Symptom Survey at ClubReduce.com <input type="checkbox"/> Evaluate journal and progress to determine patient's next steps <input type="checkbox"/> Record patient's weight <input type="checkbox"/> Exercise <input type="checkbox"/> Sauna <input type="checkbox"/> Body Wrap <input type="checkbox"/> SMT (During Body Wrap) <input type="checkbox"/> Ask for testimonial / take "after" picture and record "after" measurements <input type="checkbox"/> Schedule next evaluation a month out to review progress after program
<b>VISIT 13</b>	<input type="checkbox"/> Complete follow up Symptom Survey at ClubReduce.com <input type="checkbox"/> Evaluate progress and determine patient's next steps

\*Staff must initial everything they complete.

## 12-MONTH MAINTENANCE PROGRAM EVALUATIONS

Patient Name: _____		Age: _____	Height: _____	Anticipated Program Start Date: _____
Visit #	Visit #	Visit #	Visit #	Visit #
Date:	Date:	Date:	Date:	Date:
Weight:	Weight:	Weight:	Weight:	Weight:
Digestion:	Digestion:	Digestion:	Digestion:	Digestion:
Elimination:	Elimination:	Elimination:	Elimination:	Elimination:
Sleeping Habits:	Sleeping Habits:	Sleeping Habits:	Sleeping Habits:	Sleeping Habits:
Energy Levels:	Energy Levels:	Energy Levels:	Energy Levels:	Energy Levels:
Evaluation:	Evaluation:	Evaluation:	Evaluation:	Evaluation:
EWOT:	EWOT:	EWOT:	EWOT:	EWOT:
Sauna:	Sauna:	Sauna:	Sauna:	Sauna:
Body Wrap:	Body Wrap:	Body Wrap:	Body Wrap:	Body Wrap:
SMT:	SMT:	SMT:	SMT:	SMT:

# PLATINUM MAINTENANCE PROGRAM

✓ Products and Services Received	Price	Quantity	Total Price
12 Monthly Evaluations to Review Progress	\$50.00	12	\$600.00
12 Sessions of Exercise with Oxygen Therapy & WBV	\$50.00	12	\$600.00
12 Sauna treatments for Detoxification	\$50.00	12	\$600.00
12 Body Wraps for Inch Loss and Detoxification	\$125.00	12	\$1,500.00
12 Self-Mastery Technology (SMT) Sessions	\$30.00	12	\$360.00
4 Quarterly Vital Scans & Health Assessments	\$50.00	4	\$200.00
12 Lipo Light Treatments	\$150.00	12	\$1800.00
1 Self-Mastery Light and Sound Machine	\$460.00	1	\$460.00
12 \$50 of FREE Solutions4 Product Each Month	\$50.00	12	\$600.00
12 Months of Access to Club Reduce Membership Site	\$25.00	12	\$300.00
10% Discount on Solutions4 Products			Priceless!
24-Hour Access to Club Reduce Staff			Priceless!
<b>Total Price for Everything</b>			<b>\$7,020.00</b>
<b>You Pay</b>			<b>\$2,197.00</b>

Your signature below indicates that you understand the following: All sales are final. You are solely responsible for any treatment rendered in this office. All services rendered to you are charged directly to you, and you are personally responsible for payment. This office does not accept insurance of any kind. (Please advise us immediately if you are a Medicare patient, as we do not treat Medicare patients for services covered by Medicare.)

If you purchase this entire package, a discount may be given. You understanding that if the entire program isn't completed, the discount becomes void and the items and services rendered will be charged at the rates listed above.

If you move from the area before your program is completed, we will issue a store credit up to 3 months after the purchase date. The store credit will be good for any services not yet rendered that were scheduled to be performed after the date of your move. The amount of the store credit for those services will be given at the rate that was originally charged. If a discount was given, the credit will reflect that. All product sales are final and no refunds will be given, as you can and should continue to take the products.

The \$50 toward product each month can only be used monthly until program is completed. If the \$50 is not used one month that \$50 does not roll over to the next month. You cannot use more than your \$50 of product each month.

You are not able to use or do your treatments more than once a month. The only treatments that can be done consecutively together are the lipo light treatments. If desired, you are able to use them multiple times during a month until all 12 treatments have been used.

You will get one extra month to finish your maintenance program. Therefore you will have 13 months before your maintenance program expires from your start month.

When you are scheduled for a service or appointment, a room and employee are reserved for you. If you don't show up, the employee member and room assigned to you are not utilized, and resources are wasted. Therefore, if we do not have a 48-hour notice of cancellation for an appointment, you may still be charged for that service as if you had been here.

You authorize the staff to perform any necessary services needed during treatment.

You understand the above information and guarantee that this form was completed correctly to the best of your knowledge and understand it is your responsibility to inform this office of any changes to the information you have provided.

Your signature indicates that you understand these policies and that you will comply with the above requirements.

Patient Name Printed

Date

Patient Signature

Date

Employee Signature

Date

# Checklist for Explaining Maintenance Program

Date: \_\_\_\_\_ Person explaining program: \_\_\_\_\_

Patient: \_\_\_\_\_

## **INVENTORY**

- Complete product inventory with patient
- Have patient sign product inventory
- Have Wellness Coach sign product inventory
- Emphasize to patient that the program includes ALL SUPPLEMENTS needed for the program. If the patient runs out because they use more than allotted or share them, they can purchase more from our clinic or online. They will NOT be given any more for free.

## **REFERRAL PROGRAM**

- Review referral program (this is a great way to get free product!)
- Give them Patient Referral Program Instructions (2 pages)
- Give them 3 Patient Referral Cards

## **ONLINE REVIEW PROGRAM**

- Explain our online review program
- Give them instruction form for online reviews

## **WEEKLY TREATMENTS/PROCEDURES**

- Make sure patient knows what to expect on each visit

## **NUTRITION PROGRAM**

- Review 10 Tools for Maintenance
- Review daily/weekly/monthly/quarterly plan
- Review healthy eating principles

## **CLUB REDUCE MEMBERSHIP SITE AND SOCIAL MEDIA**

- Give tour of Club Reduce membership site
- Invite them to follow us on Facebook, Twitter, Pinterest, and our Blog
- Invite them to the next class (cooking class, yoga class, etc.)
- Invite them to the Monday Support Group

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## **EMPLOYEE SIGNATURE**

# Congratulations on Your Decision to Take Control of Your Health and Your Weight!

We have helped thousands of patients discover true health!

Typically, patients come to us to lose weight. What they don't realize is that although they will lose their weight, the most exciting part of the journey is the renewed energy and zest for life they discover.

We have found that most patients have spent years of unhealthy living in order to gain their weight and arrive at the condition they are in when they come to us for help.

Just as it took years of unhealthy living to gain your weight, it will take time to get healthy and arrive at your goal weight. But don't worry, you'll see some quick progress too!

Our goal is to be your lifetime partner in your quest to lose your weight, then maintain your weight and finally remain healthy!

This is a process that is a lot of work...yet EXTREMELY rewarding.

Even though you have signed up for a program with a beginning date and an ending date that is only for the first phase.

The first phase typically is to get you started on your weight loss journey. During this first phase, there are things you can expect from us and there are things we expect from you.

- Here are the 5 Things You Can Expect from Us:
  1. Detailed program guidelines to help you lose your weight
  2. Supplementation to help with dieter's nervousness and overall success
  3. Weekly visits to make sure you are on track
  4. Weekly phone calls in between visits to make sure you are on track
  5. Access to everyone on our staff that can assist you!
- Here are the 5 Things We Expect From You:
  1. Stick with all the program guidelines
  2. Record everything daily in your binder
  3. Show up for all your appointments
  4. Bring your binder with you to each visit
  5. Refer at least two patients to us every six months (We have a message to spread!)

This is an exciting process. You will have ups and you may have downs. But we are here for you!

We are now your health partners for life, and we take this role very seriously!

Please communicate all of your concerns and needs to us. Our goal is to help you reach your goals!  
Welcome to our Club Reduce family!

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Patient Signature

Date

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Staff Signature

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Date

# Preferred Patient Referral Program

Each week in staff meeting we discuss our patients and how we can better serve them.

While all of our patients are important to us, some of our patients just make our work extra enjoyable!

You are one of those patients that we have singled out as “making our work extra enjoyable!”

We all look forward to your visits in our office, and quite frankly, we wish we had more patients JUST LIKE YOU!

Because of that, we have a “Preferred Patient Referral Program” implemented in our office called...

## ***“We Want More Patients Like You!”***

Here are some questions you might be asking:

**What is Our Goal?** To obtain more awesome patients that make our work enjoyable, like you do!

**Why Would You Want to Participate?** For every person that you refer that either attends one of our seminars or comes in for an evaluation, you’ll receive one of the following:

- \$25.00 Coupon for Products or Services in our Office  
Or
- Free Chocolate Nutritional Shake (Or choose Strawberry, Orange, or Vanilla)  
Or
- Free Body Wrap (Lose ½ Dress Size in one Wrap!)

**Will This Be a Hassle for You to Participate in?** No! Simply fill in the information on the back of this sheet with the names of the people that you think might be interested in some of our services. (You might not even be aware of all of the services we have available. Please see the back so you can see them all!)

**Will We Be Bothering People You Refer?** No! They will receive something in the mail.. .that’s all! All we need from you is the name and mailing address for the people you’d like to refer. (If you don’t have their address, we can search for it online.) We won’t call, email or bother your friends. We’ll simply send them something interesting in the mail. If they are interested, they’ll respond; if they aren’t, we won’t be contacting them by any other means!

**How Many People Can You Refer?** We’d love all the referrals you’d like to give! We’ve had some patients that have referred so many that they’ve had lots and lots of credit in our office for products and services. That makes us happy, you happy and your referred friends happy!

**How Will You Know If Your Referrals Come in?** We make a point to find out where every patient comes from, so we can thank you and get your referral bonuses to you!

Your Name: \_\_\_\_\_

At Lighthouse Health, we have many programs available such as:

*Breakthrough Weight Loss*  
*Kids Weight Loss*  
*Teen Weight Loss*  
*Family Weight Loss*  
*Personal Training*

*Diabetes/Blood Sugar Issues*  
*Candida*  
*Fibromyalgia*  
*Pain Relief*  
*Hormone Balancing*

*Skin Care Programs*  
*Body Wraps*  
*Saunas*  
*Detoxification Programs*  
*Maintenance*

We would love to send out some literature on some of these programs to your friends, family, co-workers, or any other acquaintance you can think of who might benefit from this information. Please list people you know you might have an interest in any of this information. Please use an additional sheet if needed.

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip Code \_\_\_\_\_

Information to Send (Optional) \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip Code \_\_\_\_\_

Information to Send (Optional) \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip Code \_\_\_\_\_

Information to Send (Optional) \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip Code \_\_\_\_\_

Information to Send (Optional) \_\_\_\_\_

# MEASUREMENT SHEET

Name: \_\_\_\_\_ Start Date: \_\_\_\_\_ End Date: \_\_\_\_\_

How many treatments are they receiving? \_\_\_\_\_ Expo/Groupon/Program\_\_\_\_\_

Area	Inches from Floor	Before	After	Difference
<b>Arm – Right</b>				
<b>Arm – Left</b>				
<b>Rib Cage</b>				
<b>2" above umbilicus</b>				
<b>Umbilicus</b>				
<b>2" below umbilicus</b>				
<b>Hips</b>				
<b>Thigh – Right</b>				
<b>Thigh – Left</b>				
<b>Calf - Right</b>				
<b>Calf - Left</b>				
<b>Total Inches:</b>				

**NOTES: (BE SURE TO INCLUDE DATES AND INITIALS!)**

Date: \_\_\_\_\_ BW or Lipo: \_\_\_\_\_ Number: \_\_\_\_\_ Tech Initials: \_\_\_\_\_ SMT: \_\_\_\_\_

Date: \_\_\_\_\_ BW or Lipo: \_\_\_\_\_ Number: \_\_\_\_\_ Tech Initials: \_\_\_\_\_ SMT: \_\_\_\_\_

Date: \_\_\_\_\_ BW or Lipo: \_\_\_\_\_ Number: \_\_\_\_\_ Tech Initials: \_\_\_\_\_ SMT: \_\_\_\_\_

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Date: \_\_\_\_\_ BW or Lipo: \_\_\_\_\_ Number: \_\_\_\_\_ Tech Initials: \_\_\_\_\_ SMT: \_\_\_\_\_