

RIVER PARISHES CHIROPRACTIC
1108 W. AIRLINE HWY.
LA PLACE, LA 70068
PHONE: (985) 652-7904
FAX: (985) 651-2981

1959 HWY 3125
LUTCHER, LA 70071
PHONE: (225) 869-7904
FAX: (225) 869-8600

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Dear HydroMassage [AquaMED],

The HydroMassage [AquaMED] has been a great addition to my practice! I see about 300 patients per week at my practice and, depending on the day, I put 15-25 patients per day on the bed. My patients absolutely love this therapy; in fact, they will actually wait in line for the HydroMassage [AquaMED]! I don't know any other therapy that patients are actually willing to wait for!

I use the HydroMassage [AquaMED] for treating low back and neck injuries. I find that my patients are very satisfied with the HydroMassage [AquaMED]'s relaxing qualities. I also use the bed in conjunction with various other therapies, including interferential electrotherapy and cold packs. This allows me to bill for several therapies at once.

I mainly put insurance and personal injury patients on the bed; however I do have some cash patients who also use the HydroMassage [AquaMED]. I charge \$45 per session for insurance patients and find that I am typically getting reimbursed about \$22 per session. For cash patients, I charge around \$20 for a 15 minute session.

Although it's somewhat difficult to quantify the positive financial impact that HydroMassage [AquaMED] has had on my practice, I have noticed that because patients love the bed so much, it has definitely helped to retain our patients for a longer period of time. Also a help with referrals, new patients come in for treatment and have said "my neighbor told me about this hydrotherapy bed and I would love to try it along with my other treatments". Not only has HydroMassage [AquaMED] helped my patient retention and referrals, it has been great for office flow and for helping to differentiate my practice from the rest of the crowd.

My approach to chiropractic has always been that the more services, relief and results you get for your patients, the more patients you are going to have and the more successful your practice will be in the end. I think HydroMassage [AquaMED] is a way to provide more services and a way to differentiate your practice from everybody else, leading to greater success than any other therapy I have seen.

Thank you for a great product,



Dr. Robert Dale