

**CHIROPRACTIC CARE OF BEDMINSTER**  
**NICK MAVROSTOMOS, D.C.**  
1 ROBERTSON DRIVE SUITE 21  
BEDMINSTER, NJ 07921  
(908) 234-2317

September 18, 2006

The HydroMassage [AquaMED] has been an excellent referral tool for my practice! I set up a system where any patient that refers a new patient receives a free HydroMassage [AquaMED] massage and it works extremely well. I also send out free HydroMassage [AquaMED] massage cards to new homeowners in my area which is great for getting patients in the door that are new to the area. Using the HydroMassage [AquaMED] for giveaways brings people in, they spend a half hour, see my office, get a massage and then they come back for a consultation. My current patients also receive free HydroMassage [AquaMED] sessions for their birthdays, which they really appreciate.

I bill insurance when I combine the HydroMassage [AquaMED] into my patients' treatment plans but for people who come in simply for the HydroMassage [AquaMED], I charge \$20 cash for 20 minutes. For instance, I work in a medical building so employees from other offices want quick massages during breaks and cash payments are a great source of revenue.

As far as clinical benefits, I've noticed that HydroMassage [AquaMED] is great for my patients with hip issues and also for my pregnant patients with sciatica or back aches. HydroMassage [AquaMED] works especially well for pregnant patients because they cannot receive E-Stim or ultrasound, whereas with massage they are safe and comfortable. I typically provide HydroMassage [AquaMED] sessions post-adjustment so that my patients leave my office feeling refreshed and relaxed. From an office flow standpoint, HydroMassage [AquaMED] has been a great help.

My practice gets busy quite often so when there is a wait, patients receive a 20-minute massage rather than sitting in the waiting room. This way, my patients and my staff are happy! I can certainly say that HydroMassage [AquaMED] has contributed towards my revenue, new patient referrals and patient retention. Everyone at your company has been really helpful and I'm glad to be an HydroMassage [AquaMED] customer!

Sincerely,

A handwritten signature in black ink, appearing to be 'N. Mavrostomos', with a long horizontal flourish extending to the right.

Dr. Nick Mavrostomos