

## Why have handouts for patients?

I think it is a great idea to have several different handouts for patients for many reasons. Here are a few:

1. There are lot's of visual people who will "get it" much easier by reading it than hearing it.
2. Even those who don't want to read all of what you have to offer them seem to appreciate the effort you have gone to in the pursuit of helping them.
3. When you repeat the same thing over and over again all day it is a colossal waste of time and you get bored saying the same. This can pull you out of the flow, the magic stops, you slow down and of course you become much less *attractive*.
4. When you tell someone they are in *reactivation* it can sound like you are making excuses. (Hopefully you predicted the reactivation for them during your T.T.A.T in their last few visits.) Any way about it, if you tell them the reason their neck or elbow is acting up is because of reactivation and then you give them a handout about it, they know that you are not just making up excuses off the top of your head. They realize that reactivation is a real process, something you discussed during the first visit, hopefully predicted during the last visit, and now give them a handout about today. It makes it more real for them if they see it in writing.

I think it is fine to use one of the many handouts you might get from your technique guru, or one of the fine companies that sell brochures. I used some of them. Many of them did not say exactly what I wanted to say, so I wrote my own.

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Feel free to use any of the information from my handouts and of course, make it your own.

## Why just survive when you can *THRIVE*?



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