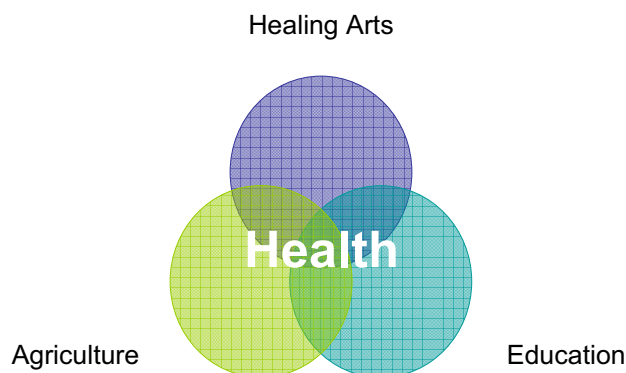


TNE-Group ***Essentials Basic*** **Office** **Integration Manual**

Fulfilling Your Noble Purpose



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TODAY!**

March 2005

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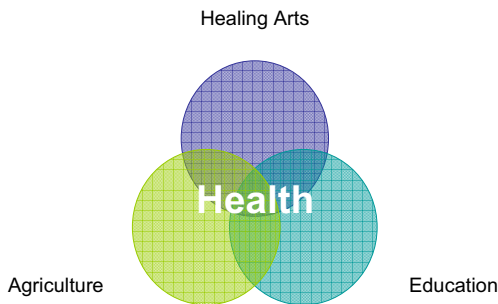
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Integrating Whole Food Nutrition in the Practice

The opportunity for integrating whole food nutrition into any type of health care practice is a vast, limitless world of noble service. There is no end to how much good one can do for humanity when the mastery of The Nutritional Essentials is accomplished. The good news is – it is easy-to-do and it is fun to help people in this important service.

When it comes to nutrition, people are lost and we can lead them. There are so many distractions and so much misinformation that people need a shining light of reason and common sense to guide them in their health care decisions.

I have been in practice and a consultant to doctors for many years and been the willing student of some of the best mentors in the healing arts. I have had great success in practice and made some mistakes we all can learn from. I learned over time it is much better to learn from others' mistakes than it is from your own. The first step of sharing with you this experience I share here in the form of The Nutritional Essentials Basic Office Integration Manual.

Regardless of what size practice or how many years in whole food nutrition you have, **the information in this manual could earn you the right to serve hundreds and perhaps thousands more patients in your practice lifetime.** This service of course will help to add to your bottom line.

The intention of this basic manual is to provide you an invaluable skill set of Essentials to success in practice. Its purpose is not to expand on every subtle nuance of practice dynamics, communication and procedure. Those are a matter of private consultation as each practice is uniquely different.

You will discover once you implement these steps, regardless of what professional license you hold or specialty you practice in the application of integration of nutrition, a foundation for success in The Nutritional Essentials-Newsletter & Education System. Proper education is a valuable, essential adjunct to your care. Using this system will help you to better fulfill your noble purpose, that is, to serve humanity with whole foods and whole food concentrates.

After interviewing and supporting hundreds of health care practitioners I have realized the great failing of offices is the lack of an effective education procedure. Even offices that pride themselves in procedure come up short in patient education. It is for this reason I am focused on this Essential need of every office.

Patient education is not just handouts. Proper education of the patient is achieved through every action in your office. What I urge you to consider is that procedures, scripts, action steps and communications must:

- √ Be simple.
- √ Commit patients to the path of whole food common sense.
- √ Inspire and enable these same patients to lead others to the "path."
- √ Stay on the patient's mind with periodic mailings and communications.

Following the principled steps outlined in this manual will result in health for your patients and build the health of your practice.

Consider this manual an adjunct to you and your staff's education. Read and experience the sections then reflect on them. Consider meeting with your staff and discussing how you can best integrate these steps to better serve your patients, their families, friends and coworkers.

Take an approach that each person you teach will learn and live the nutritional essentials in such a way that they attract another to enhance their health in your office.

Enjoy this "journey" and invite others to join you – it is fun and easy to do!

Your brother in our noble service,



J. Rodney Shelley, D.C.

TNE-Group Essentials Basic - Office Integration Manual

Basic Manual will be personalized for your office and includes:

- √ One hour consultation with TNE-Group Staff to help your office better fulfill your noble purpose. (\$250 per hour rate included)
- √ Presentation CDs playable in virtually every computer for training and retraining purposes.
- √ The New Standard Process DVD - Committed from Seed to Supplement
- √ Lectures from Dobbins and Bond on CD
- √ Access to our "For Members Only" Website.

Price \$495.00

Call or email our office to receive your personalized 3 day seminar in a 3 ring binder today. 949-459-1778 - drrod@tne-group.com