

## Initial Exam

The **initial exam** provides the perfect opportunity to reinforce your use of orthotics as a part of the patients' long-term, conservative care program. The exam allows you to establish a **need for care** and demonstrate your interest in the patient's daily activities, including **work environment, posture, gait, and previous injury**.

Because **over 65%** of your patients learn through visual examples, you can make simple demonstrations during your exam that will reassure and reduce any resistance to accepting your care.



Kiosk Report of Findings



Looking at a patients' footwear should be a part of the **Initial Exam**

### SHOULD I ALWAYS EXAMINE THE FEET?

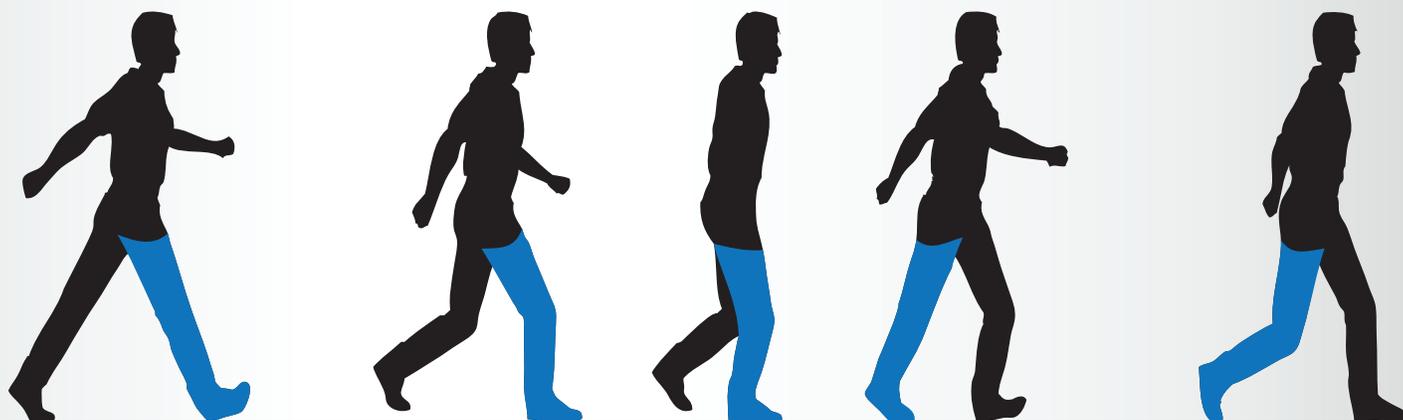
The short answer – **YES!!**

It is more than a coincidence that both low back pain and foot problems affect **80%** of adults.<sup>1</sup> Furthermore, most patients with foot problems experience **little or no pain** in their feet. The feet are very flexible, and often adapt to these problems. Rather than experiencing foot pain, patients present with **pain in the knees, hips, and spine**.

Patients should be casted and fitted for orthotics early in their treatment plan.

**Consistently using orthotics** with your adult patients will enhance your adjustments and speed recovery.

EVERY NEW PATIENT EXAM ALSO SHOULD INCLUDE AN EVALUATION OF THE PATIENT'S **GAIT, SHOES, AND FEET.**



### Here's an example of orthotic evaluation as a part of the Intake Protocol:

1. Patient fills out intake form and is guided over to the scanner.
2. A staff member explains each screen to the patient during the scan. This makes a **BIG** impression on the patient and sets the tone for the office visit.
3. The doctor discusses their condition and reviews the Report of Findings.
4. The doctor explains, in easy-to-understand terms, about the 3 arches in the feet, and how **Foot Levelers orthotics** can help address **knee, hip and low back pain.**
5. **Don't forget** to send a copy of the Report of Findings home with the patient.

Later in the visit, the doctor reviews various custom orthotics options for the patient and instructs the patient to place the order at the front desk. **Multiple pair** are typically recommended to ensure support in different types of shoes.

## GIVE US A CALL FOR MORE INTAKE TIPS

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