



August 1, 2006

Dear AquaMED,

Your product has been great for my patients and my practice. Since I've had the AquaMED, never have I had a patient say a bad thing about it. I use the AquaMED mainly for relaxing my patients. I find that it gets their circulation going and helps to heat and relax the muscles before an adjustment. The AquaMED truly improves my patients' overall experience.

My current patients talk very highly about the therapeutic benefits of the AquaMED to others and I've noticed a definite increase in new patient referrals directly from the bed. Even patients from other chiropractic offices come to my practice just to use the bed and eventually become my patients instead!

The AquaMED brings in a secondary income stream to my practice. I run a prominently cash practice; the only exception being auto accident patients. Of the insurance patients I see, I've found that about 95% of insurance companies reimburse for AquaMED treatments. Typically, 10-15 cash-paying patients use the AquaMED bed per day. I charge \$20 for a 15 minute treatment and I've found that my patients have no problem paying this amount. In fact, they look forward to their time on the AquaMED. The AquaMED has been a definite improvement to my bottom line; generating almost \$60,000 in extra revenue per year for my practice!

The AquaMED has been a great marketing tool for my practice. I send out a newsletter to patients who haven't been in for about 6 weeks and offer them a free treatment on the AquaMED. This gives them an incentive to come back in and continue their treatment.

"I wish I could have one of these at my house". I hear this from my patients all the time. No one ever says that about any therapy. That makes the AquaMED a very unique modality!

Thank you, AquaMED!

Dr. Jack Lynady