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Dr. Damian Scelfo

Dr. Fuller Royston

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Dear AquaMED,

Your bed does everything it says it will do... and then some. I believe the AquaMED is an absolutely positive approach to patient care. This bed has such a high patient satisfaction quotient; all of my patients love this machine! In fact, I can't get them off the bed after their session is completed. They even try to buy it off of me. I've heard patients say that the AquaMED feels like a 15 minute hug or that it makes them feel like they've had a good night's rest. From a doctor's standpoint, you can't ask for more than that.

At our practice, the AquaMED is used in a number of ways. We use it as a very important part of our spinal decompression program. The bed helps to warm and relax my patients' muscles and ligaments, allowing us to decompress the disc effectively and as comfortably as possible. Although we mainly use the bed pre-decompression, we put several patients on the bed after the treatment to stimulate blood flow and promote the healing process.

Thanks to the bed, we've seen many positive results with patients who have excess scar tissue; it really seems to help break down the areas where the tissue is built up. We try to utilize the AquaMED with every patient we feel it will benefit; it's one of those situations that massage and increased blood flow is almost always going to help advance the patient through the healing phases.

The AquaMED has been a great addition to our practice. I see 25-35 patients per day and close to 95% of these patients receive hydrotherapy. We charge \$25 for a 20 minute session and patients always request to go on the bed. You only have to do the math to realize that the AquaMED pays for itself very quickly. In fact, it brings in about \$600 per day to our practice. This equates to over \$150,000 in extra revenue for my practice per year. That says a lot!

Thanks to the AquaMED, we get about 5 new patients per month directly from referrals. After using the bed, patients go home and tell their friends and family members about this bed that makes them feel like they are "floating in heaven". The AquaMED brings people in for a great massage, and they tend to leave as chiropractic patients. It really helps to open people's eyes to the benefits of chiropractic treatment. Other than handing out the coupons and punch cards from the marketing kit you provide, I don't do any other marketing for the AquaMED. I don't need to market the bed; my patients do it for me through word of mouth referrals!

I would recommend this bed to any doctor who wants to add an element of massage to their practice, without having to add another person. The AquaMED is much more reliable than a massage therapist. In fact, I moved my massage therapist to put the AquaMED in. Massage therapists get sick; have maternity leave...things happen. This doesn't happen with the AquaMED; it's waiting for people all day long and ours is filled from the time we open until the time we close. Plus, it really helps with office flow. If the waiting room is full, we will put the next patient on the bed, to help satisfy them and keep them happy while their room is being prepared.

I truly believe that the AquaMED is a huge practice builder. Any doctor would not be thinking clearly if they didn't think this would add benefit to their practice. It absolutely helps with getting new patients, satisfying them when they are here and keeping them once their treatment is complete. If doctors are looking to do a better job for their patients, to improve their health and satisfaction, the AquaMED will make that easy for them. Their patient's satisfaction will at least double with the AquaMED and their practice will be equally successful.

I couldn't be happier with the AquaMED.

Dr. Fuller Royston