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Dear Frank,

I wanted to give you an update on my success with the AquaMED. First off, the response has been unbelievable! My patients don't want to get off of this bed! I am getting calls from patients of 10 years who love chiropractic to say that they have slept well three nights in a row for the first time in years because of the AquaMED! The AquaMED helps my patients to be less sore after an adjustment and it makes my job easier! Patients come out to the front desk after being on the bed and I hear "I never felt so good in my life, that massage was amazing and when can I make my next appointment?" Not one person has gotten off the bed and not said this was the most amazing thing they had ever experienced.

The AquaMED is great because we can personalize and customize programs every time and later reproduce them with no inconsistency. We find a pressure the patients like and then are able to focus on the cervical, thoracic and lumbar region. Plus, my patients love having their lower extremities massaged! I've noticed that the AquaMED also helps my patients breathe easier, feel more relaxed and limber and helps with their circulation!

We all know the cost of a massage from a licensed massage therapist; its not cheap. Patients love that they not only can keep their clothes on, but that they can have a massage as an on-going therapeutic application because they can afford it!

I'm getting so many referrals not only from family members of my patients, but people who go to other chiropractors are coming to my practice to use the AquaMED. Plus, my patients are buying massage treatments for friends and family members as gifts! I've noticed that the AquaMED is an easy bridge to chiropractic for those who don't want to go to the chiropractor; they are willing to try the AquaMED, creating an opportunity to talk about chiropractic.

The AquaMED has been a great revenue source for my practice because people are willing to pay for what works. Right now, I put 20 people on the bed per day. I sell AquaMED treatments individually at \$20 for 15 minutes or \$10 for 7 minutes. I also offer packages; buy 40 massages and get 10 free. Prepaid packages are great because it requires the patient to invest in something that they will continue to use and benefit from it. In fact, I have one patient who prepaid for 40 treatments and wrote us a check for \$1500!

Honestly, all the chiropractors and AquaMED owners I spoke with before buying your product told me that the only problem with the bed is that you have to find room for a 2nd bed because you will probably be ordering another one in the next 6 months. I realize from my own experience that this is true; with the amount of patients I put on the AquaMED-I could handle another one right now!

Thank you for introducing the AquaMED to my practice!

Dr. A. Bianchi