

**CHIROPRACTIC CARE OF BEDMINSTER**  
**NICK MAVROSTOMOS, D.C.**  
1 ROBERTSON DRIVE SUITE 21  
BEDMINSTER, NJ 07921  
(908) 234-2317

September 18, 2006

Dear Erin,

The AquaMED has been an excellent referral tool for my practice! I set up a system where any patient that refers a new patient receives a free AquaMED massage and it works extremely well. I also send out free AquaMED massage cards to new homeowners in my area which is great for getting patients in the door that are new to the area. Using the AquaMED for giveaways brings people in, they spend a half hour, see my office, get a massage and then they come back for a consultation. My current patients also receive free AquaMED sessions for their birthdays, which they really appreciate.

I bill insurance when I combine the AquaMED into my patients' treatment plans but for people who come in simply for the AquaMED, I charge \$20 cash for 20 minutes. For instance, I work in a medical building so employees from other offices want quick massages during breaks and cash payments are a great source of revenue.

As far as clinical benefits, I've noticed that AquaMED is great for my patients with hip issues and also for my pregnant patients with sciatica or back aches. AquaMED works especially well for pregnant patients because they cannot receive E-Stim or ultrasound, whereas with massage they are safe and comfortable. I typically provide AquaMED sessions post-adjustment so that my patients leave my office feeling refreshed and relaxed.

From an office flow standpoint, AquaMED has been a great help. My practice gets busy quite often so when there is a wait, patients receive a 20-minute massage rather than sitting in the waiting room. This way, my patients and my staff are happy!

I can certainly say that AquaMED has contributed towards my revenue, new patient referrals and patient retention. Everyone at your company has been really helpful and I'm glad to be an AquaMED customer!

Sincerely,

A handwritten signature in black ink, appearing to be 'Nick Mavrostomos', written in a cursive style with a long horizontal stroke extending to the right.

Dr. Nick Mavrostomos