

Dear Friend,

GREAT NEWS! This month, we're celebrating athletes of every kind by having an exciting contest. Almost everybody is eligible, except for **5 strange exceptions**, which we'll get to in a minute.

We want all the golfers, walkers, bowlers, student athletes, dart players, quilters, former athletes, adult athletes, wannabes, weekend warriors, tiddlywinkers, checker players—all of you out there who are putting your bodies on the line for the love of your sport—even if you haven't considered it a sport until now.

We'll tell you about the 5 unusual exceptions on the next page, but first, here's how you can enter our bonafide contest for athletes—even if you think you're over the hill—even if your favorite expression is...

The Older I Get—The Better I *Used* to Be!

Here's the deal. We're putting the word out about how powerful **Progressive Rehab**[™] is for getting all kinds of athletes back in the game—for fixing up new and old injuries, and for balancing muscles and joints so they're PAIN FREE again. It's sure a lot more fun to play, work or just plain get up off a chair or turn your head while driving—when it doesn't hurt! So...

To let everybody know, we need your help. We're collecting the best stories about getting fixed up at **HealthSource**—because there's nothing people like better than a good story that gives them hope and encouragement. Your story may help get another person out of pain...and that's no small matter.

(Even if you've got a friend or family member who hasn't been to HealthSource, they can still win big...see page 4)

All you have to do is write out a few sentences about how you were injured or what hurt before you came to see us, and send it to the office by April 30th, 2008. We'll enter you in our drawing, where you'll get a cool HealthSource "Got Pain" t-shirt. Actually, everybody gets a prize for sending in their story, whether or not they win the GRAND PRIZE which is an iPod Shuffle. We'll also post your story at the office!

In case you're not sure what to write, here's an example (there's also hints on the last page) from a gymnast who's been helped a LOT by the combination of muscle release, chiropractic adjustments, strengthening, stretching and muscle balancing—which of course, is the most powerful approach to pain!

And remember, it may not seem like a BIG deal to be out of pain if you've seen how easy it can be to get better at HealthSource—but it might be a HUGE deal to someone else, who's gone from doctor to doctor and can't get any help. So here's a sample letter about a 15-year old gymnast who...

Whacked Her Tailbone So Hard She Couldn't Walk for a Week!

"Hi Doc!

I just wanted to say THANKS for keeping me going! You've seen me get knocked around a lot in gymnastics and I don't know if I'd still be performing if you hadn't put me back together so many times.

Like when I landed on my tailbone when I slipped doing an aerial flip on the beam. Do you remember that one? Yikes, that really hurt!! It took a few weeks before I was back in the gym. I still do those stretches for my rear end—or my "glutes" as you call them. My hip muscles were so spasmed up after the injury that it even made my back hurt, and...



You don't have to be this athletic to enter our contest!



Here's a picture of me doing a back handspring on the beam!

5 Strangest Sports? Turn to page 2 →→

...I didn't realize how your "butt" can make your back hurt—but I got so much better after I had my back adjusted and started doing those stretches for my gluteus maximus...or is it maxi-mi? Anyway, I hope you tell everybody about it 'cause I'm always talking to kids at the gym about this stuff and a lot of the time I don't think they quite get it.

But here's the biggest lesson I learned about going to see you. Now I know that wherever I hurt, there's a pretty good chance the pain is NOT coming from where I think it is. Like that other time when you fixed up my wrist. It was so sore I couldn't grip the bars or push off on the vault. I was ABSOLUTELY POSITIVE it was a wrist problem—but you showed me a nasty spot by my elbow—and shot pain right to my wrist when you pressed on it!

I still do those exercises for my wrist because we always do a lot of gripping at the gym...and if I start getting sore, I know what to do. I like that I know how to take care of myself better now, too."

—Christa Booman, Spring Grove, MN

Isn't that a great story? But YOU don't have to be that athletic. No way. Because when you get right down to it, we're ALL athletes...so if you've got a great story about getting better, even if it's about data entry, carpentry, assembly work, cooking, plumbing, day care, cleaning—I guess we'll let you enter, too. We want to be fair since almost every job has repetitive movements that strain and stress our bodies. And what you're doing has a useful purpose in the world—unlike those crazy overpaid athletes.

But even though almost anyone can enter, **we DO have our limits here at HealthSource!** So here are....

The Only 5 Sports We WON'T Allow in Our Contest!

1. Bog Snorkeling: NOT ALLOWED!

Sorry. This is too strange and we can't allow it, even if you were injured at the **World Bog Snorkelling Championship**, first held in 1985. It takes place every August at a peat bog in Wales. Competitors have to swim two lengths of a 60-yard trench cut through the peat bog, wearing snorkels and flippers (wet suits optional but advisable) but without using any conventional swimming strokes. Interestingly, all three champions this year regularly play Underwater Hockey, too (see next page).

Other bog snorkelling events take place, particularly in Wales, including the associated mountain bike bog snorkelling where competitors must ride through the bog on specially prepared mountain bikes with water in the tires and lead in the frame...and of course, there's also the Bog Snorkelling Triathlon which we won't get into here.



Swimming in cold, murky water—what could be better?

2. Chess Boxing: NOT ALLOWED!

Sorry again. This is just too dangerous, with a match between two opponents that consists of up to eleven alternating rounds of boxing and chess, starting with a four-minute chess round followed by two minutes of boxing. Between rounds there is a one minute pause, during which competitors change their gear. The form of chess played is "speed chess" in which each competitor has a total of twelve minutes for the whole game. Competitors may win by knockout, checkmate or a judge's decision, or if their opponent's twelve minutes of chess time elapses.



Nothing like a blow to the head to improve your concentration!

3. Kabaddi (breath-holding): NOT ALLOWED!

This is too crazy to be permitted. Kabaddi means "breathholding". It's very popular in South Asia and has now spread to Japan. Two teams of seven players play on an area roughly...

NOT ALLOWED!—The Final 2 Sports →→

...half the size of a basketball court. The teams take turns sending a “raider” across to the opposite team’s half, where the goal is to tag or wrestle members of the opposite team so they can’t get... back to their home half. Tagged members are “out” and are sent off the field. Meanwhile, the defenders form a chain, for example by linking hands. If the chain is broken, a member of the defending team is sent off. The goal of the defenders is to stop the raider from returning to the home side before taking a breath. If the raider takes a breath before returning to the home side, the raider is “out” and is sent off the field.

4. Underwater Hockey: (also called Octopush), is also **NOT ALLOWED!** It’s a non-contact sport pretty much like regular hockey, except the two teams compete to maneuver a puck across the bottom of a swimming pool into goals. Players wear a diving mask, fins, and a snorkel. The stick is quite short and colored white or black to indicate the player’s team. And lest you think this is just joke, underwater hockey is now an international sport, with 44 teams from 17 countries competing at the World Championships in 2006!



The “puck” and stick used for underwater hockey.

5. Cheese Rolling: NOT ALLOWED! This annual event is way, way, way too dangerous. It’s held in May in the Gloucester region of England, with people participating from all over the world. From the top of the hill a round of “Double Gloucester Cheese” (about 10 pounds—see picture) is rolled, and competitors race down the hill after it and the first to the finish line gets the cheese. The tradition is believed to be at least 200 years old. Due to the steepness and uneven surface of the hill, there are usually a number of injuries, ranging from sprained ankles to broken bones and concussions. A first aid service is provided by the local St. John’s Ambulance (Gloucester, Cheltenham and Stroud Divisions) at the bottom of the hill, with a volunteer rescue



Here’s the Master of Ceremonies holding the famous “10 pound cheese”!

group on hand to carry down any casualties who do not end up at the bottom through gravity. A number of ambulance vehicles will attend the event, since there is invariably at least one, and often several more injuries requiring hospital treatment. Cheese Rolling has been summarized as: “twenty young men chase a cheese off a cliff and tumble 200 yards to the bottom, where they are scraped up by paramedics and packed off to hospital.”

The race of 2005 was delayed while the ambulances returned from the hospital, all of them having been required to transport casualties from previous races. Nevertheless, it was one of the most popular events in recent years, with many more participants than were able to run in the four races. Each year the event becomes more and more popular with contestants coming from all across the globe to compete or even simply to watch.

The details of the story contest are on the next page, but we also thought you’d want to know:

FREE! **How to Help a Friend or Family Member WIN BIG...
By Eliminating Pain—Once and For All!**

To help a friend or family member get out of pain—just hand them this letter! It’s their FREE PASS to the most detailed detective work in health care...to find where their pain is coming from and what to do about it now! So for a limited time, through April 30, 2008, our \$189.00 Exam is FREE with this letter. This amazingly thorough, 19-point exam includes:

■ spine, joint and body alignment	■ muscle knots, spasm and weakness	■ chronic aching and tingling
■ grinding, clicking, painful turning	■ tendons, ligaments, nerves	■ reflexes, muscle strength
■ joint, vertebra restriction and stiffness	■ orthopedic and neurological tests	■ adhesions in muscles, ligaments
■ injuries—new, old, or chronic	■ imbalances and compensations	■ even necessary X-rays are FREE

But you may wonder, “Why a FREE EXAM?” Well, it’s because folks are more cautious these days, especially if they’ve been promised relief and been let down. Not only that, it drives me crazy to see so many folks trying everything they can think of to get help—but getting nowhere instead. It’s frustrating because I see people with “incurable” problems get better every day. And since you may be a little cautious, we want to make it easy as pie and completely RISK FREE to try us out. So why not take advantage of our amazingly detailed, 19-point, \$189.00 exam, for FREE, but just until April 30, 2008.

Then, after the exam, we’ll sit down together and go over everything. We’ll answer any questions and discuss your options for feeling better the fastest way possible. We’ll also give you a written action plan to get you there—so it’s clear as a bell—and all down in black and white. And even after all this, you’re STILL under no obligation to do anything—or to spend even one thin dime.

THERE’S EVEN MORE! If you DO decide to work with us, we also back up any treatments with an unheard-of Triple Satisfaction Pledge:

- You must get in the same day you call, or your first treatment’s FREE.
- You MUST be delighted with your entire experience or you get YOUR MONEY BACK—so there’s NO RISK and no reason to put it off.
- If you find a better PLEDGE than ours, you’ll get a week of free treatment!

PS. One more thing, our Early-Bird FREE Gift! If you’re one of the first 7 folks to call, you also receive a 1/4 hour massage and \$45 leather tote bag—because YOU didn’t wait around to get worse!

This offer does not apply to federal insurance beneficiaries. *contest details on next page*→→

EVERYBODY WINS With Our “Best Story” Contest!!

We'd love to have your story—and you'd be helping someone else get out of pain. Plus you win a cool HealthSource “Got Pain” t-shirt just for entering and you may even win the grand prize of an iPod Shuffle. Just write out a brief description of where you hurt and how you got better at HealthSource. We even have a few hints to help you if you get stuck.

One other thing...it's important. In order for us to use your story, we need your permission in writing. The “legal beagles” insist we have everything signed, sealed and delivered these days. So you must sign the short disclaimer below in order to enter the contest. Thanks again!



Don't try this at home!

A Few Hints to Make it Super Easy!

Here's a little “cheat-sheet” to give you a few hints about what works best—because the first thing most folks say is, “What do I write?”

1. **What was your main problem when you first came in? What was the pain like? Where, how bad, how long?** (HINT: “I had burning and aching in my hip that wouldn't let me take a normal step. My kids had to put on my shoes. Sometimes I used a cane...”)
2. **Were there things you couldn't do...at work...at home...or for fun? Did it interfere with your sleep?** (HINT: “For the last 3 months I haven't been able to reach back and comb my hair and I couldn't sleep on my right side. It was awful. I looked a fright...”)
3. **What did you try to get rid of the pain, that is, BEFORE you came to see us? Heat? Ice? Pills? Stretching? Did you go to other doctors? Did you have cortisone shots? Did you have surgery?** (HINT: “I went to physical therapy, tried ibuprofen and muscle relaxants. I went to an orthopedist and got a shot but nothing helped...”)
4. **What did WE do to help you? What particular techniques?** (HINT: “The stretching and the adjustments really helped free up my back and it helps even at home when I start to stiffen up. I didn't know what to do to help myself until...”)
5. **How are you feeling now? Looser? Stronger? Less pain? How much? What can you do now that you couldn't before?** (HINT: “It's the first time in 3 years I've been able to turn over in bed without pain...and I don't have to sleep in the recliner. My wife was so sick of my tossing and turning...”)
6. **What would you tell a friend about our office and our staff?** (HINT: The doctor and staff actually listened to me. They looked where I pointed and didn't make me feel stupid. I'd send anyone to see them for help. I've already sent my brother and he got help for a (specific problem), too.
7. **SEND US A PICTURE!** It make it even more “real” to the folks who are suffering!

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

I authorize HealthSource and/or any of its affiliates, to use any or all of my written comments, photos, audio or video—in any way, for as long as they desire—in newsletters, flyers, ads, recordings, or any other media. I also authorize any needed alterations, paraphrasing, or editing for space, clarity or formatting as long as they retain the general “spirit” or my original statements.

Signature: _____ Date: _____ Town: _____