

B2B and Web Copywriting Services for the Health Industry

+1 (613) 791-1247 - info@emilieryancopywriting.com - www.emilieryancopywriting.com

## **PROJECT OVERVIEW**

CLIENT: Curvy Girls Scoliosis Support Group of Ottawa

PROJECT: EOS System **White Paper**, "5 Reasons Why Any Children's Hospital Needs A Low-dose X-ray Machine."

GOAL(S): To convince children's hospitals to obtain a low-dose X-ray system, like the EOS system.

KEY COMPONENTS: A numbered list white paper that 1) explains the harm repeated X-rays cause children who require repeated X-rays to track their conditions (e.g., scoliosis); and 2) presents the EOS system as the right solution.

### **COPY CLOSE-UP 1**

# Reason 2: Reduced Incidence of Life-Threatening Illnesses

This subsection showed how repeated radiation exposure using regular X-ray machines has negative effects on the human body, and how these risks are higher for children because their bodies are more vulnerable to radiation.

#### **COPY CLOSE-UP 2**

#### **Reason 5: Ultra-Precise Diagnostic Imaging**

This subsection explained one of the benefits of the EOS system, which is its ultra-precise diagnostic imaging capability. Knowing healthcare professionals base their treatments on diagnostics tests, the more precise the tests, the better, more targeted the treatment can be.





Milena and John wrote the white paper that convinced the regional children's hospital to purchase a low-dose (Xray) EOS system that will benefit all children needing X-rays. The \$1 million machine had been on a wish list for nearly 9 years, and shortly after their white paper, the EOS was purchased. Without Milena and John's work, it would have stayed much longer on the list.

Andrea Lebel, MSc PT, MCPA Owner, Scoliosis Physiotherapy and Posture Centre, <u>www.scoliosisphysiotherapy</u>.<u>.com</u>

#### RESULT:

The Children's Hospital of Eastern Ontario (CHEO) now has a EOS system to benefit all children who require X-rays in the region.

Emilie Ryan Copywriting 36 Rialto Way Ottawa, Ontario, K1T 4B3 Canada +1 (613) 791-1247 <u>info@emilieryancopywriting.com</u>