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**Subject:** **a good beginning**

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This is such a well-told story in the family I am sure everyone has heard it several times, but just in case. One of Dave's first patients was an old man who had had years of impacted wax in his ears and complained of being deaf. Dave had him put warm oil in for several days and then come back and he washed the ears out with a big syringe and used a small instrument to get the canals squeaky clean.

The old man was so delighted he spread the word everywhere he went that that new young doc down at the clinic could cure deafness!! So there were a lot of hopeful patients who came: some who had the same problem and some really hard of hearing who left disappointed: >)