

What are the
BEST VERBAL SKILLS
to encourage your patients to make
their next **HYGIENE APPOINTMENT?**



Always make sure that there is some kind of a benefit for the patient to make their next appointment, when you're asking the patient to do so.

Listen Now

Strategies to Successfully Reactivate Past Due Hygiene Patients.



Listen on
Apple Podcasts



Listen on
Google Podcasts



Listen on
Stitcher Podcasts

When encouraging your patients to make hygiene appointments, never say **"you can always change it later if you want"** or the word **"just."**

It de-values the appointment.

You're trying to make people to be faithful about keeping their appointments. So don't use such phrases or words.

The right way to ask your patients

Hey, Maria! before you leave today, I want to go ahead and make your next hygiene appointment for you and we know Maria, if we see regularly, we accomplish two things!

We keep you as healthy as possible and we reduce your future dental expenses.

So, let's go ahead and make that appointment right now.

Hey Bob, let's go ahead and make your next hygiene appointment. I know you love that seven o'clock appointment time Bob and a lot of other people like that slot too. Let's grab it now so we can get the time that works best for you.

The wrong way to ask your patients

Hey Naren, let's go ahead and make your next appointment. You can always change it later if you want.

Hey Gary, let's go ahead and make your next appointment. It's just a hygiene appointment.