

Scheduling Educational Visits – Your Helpful Scripts

By getting appointments with “Actively Referring” physicians, you will build collaborative momentum and practice the educational approach so it can be more confidently applied with “Targeted Physicians.”

Perseverance is a great element of success. If you only knock long enough and loud enough at the gate, you are sure to wake up somebody.

Henry Wadsworth Longfellow

The following script, customized with your personal touch, is a great starting point:

“

Good morning, this is Dr. ABC. With whom am I speaking with please?

This is Angela.

Good morning Angela. I was hoping to catch Dr. XYZ before she starting seeing patients. I just need a couple of minutes of her time. Is she available?

If NO, leave your name and number and the best time to call you back.

If YES – then

Good morning Dr. XYZ, this is Dr. ABC. First I'd like to thank you for referring Mr. Jones. He's really enjoying his new hearing aids. I'm glad I could help you both.

I came across some statistics that I think you'll find interesting. The first is that 21% of patients said they would do something about their hearing loss if their doctor told them to. Where you aware of that? I know your job would be easier if all your patients could clearly understand what you're telling them.

There is a lot of new research about the links between aging/dementia/diabetes/kidney disease and hearing loss. Where you aware of these link(s) and how they might affect your patients?

I've got some great educational handouts that I'd like you to share with your patients. When would be a good time to meet you to chat and drop them off?

If YES – then set up an appointment.

If NO... then

Well, thank you for your time. I feel this information is important enough that I'm going to go ahead and mail you some. Look them over when you get the chance and let me know what you think. Thanks for your time.

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Now let's look @ Appointment Planning –