

Worksheet: Mastering the Lead-In Question

Instructions:

Use this worksheet to practice incorporating lead-in questions into your patient consultations. Focus on uncovering patient desires, motivations, and barriers while building trust and engagement. Reflect on your approach to ensure you are creating meaningful, future-focused dialogues.

Section 1: Craft Your Lead-In Question

What future-focused question will you ask to engage your patient? Examples include:

- "Have we ever talked about what you would like your teeth to look like 10 years from now?"
- "What 10-year plan did you and your former dentist have for your teeth?"

Write your lead-in question below:

Section 2: Follow-Up Questions

After asking your lead-in question, use follow-up questions to deepen the conversation. Examples include:

- "What would achieving this mean for you?"
- "Why is this important to you now?"
- "What concerns or challenges do you foresee?"

Write down at least three follow-up questions you plan to ask:

Section 3: Reflect on Patient Conversations

After your consultation, reflect on the patient's responses and your approach:

- What did the patient share about their desires, motivations, and barriers?
- How did you maintain focus on the patient's goals and avoid offering solutions prematurely?
- How will this information help you create a personalized treatment plan?

Notes and Reflections:

Section 4: Set Goals for Improvement

Based on your experience, what will you focus on improving in future conversations? Examples:

- Listening without interruption.
- Asking open-ended questions.
- Creating a safe and welcoming environment.

Goals for improvement:
