



QUESTIONS TO ASK PATIENTS

(Suggestions. Not in priority or sequence.)

Ms. McGillicuddy, I understand you prefer to be called Lucy, is that correct?

How can (the profession of) dentistry help you today?

What brings you to us today?

What is the most important thing for us to address at this visit?

How did you hear about our office?

Who may we thank for referring you to our office?

What did Dr. Bivens tell you?

Do you want us to be thorough?

What do you think I will find?

May I take a look?

Why did you have this (procedure) done?

How do you feel/tell me about your previous dental visits?

Do your teeth have any stains or chips that concern you?

Dr. David M. Reznik



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**On a scale of 1 to 10, how would you rate the appearance of your smile? ---
Why only a 7? What would make it a 10?**

How long do you plan to keep your teeth?

Do you have any dental benefits we should be aware of?

Lucy will you please explain, in your own words, the treatment we have proposed?

Are monthly payments important to your family budget?

What do you believe would happen if you did not get this treatment?

Are there any barriers standing in your way to begin this treatment? Are you ready to begin this treatment?

Is there anyone at home that might be interested in discussing this proposed treatment?

How important is it for you to keep your teeth?

Again, what was it that brought you to our dental office?

[Remember the “argument of assumption.”]

Would you prefer to have 5 visits or 3?

Dr. David M. Reznik