

“You may be wondering why we are sitting down and visiting first before we look into your mouth.

This is what I hope to accomplish today:

- 1) I want to get to KNOW YOU.
I want you to get to KNOW ME.
And what my PRACTICE STANDS FOR.
- 2) I want to listen to your DENTAL HISTORY (STORY).
- 3) I want to know your MEDICAL HISTORY (STORY).
- 4) I want to learn what is MOST IMPORTANT TO YOU.
- 5) I want to learn how much you know about Dentistry and it’s relationship to your GENERAL HEALTH, FUNCTION and LONGEVITY.
- 6) I want to know if you are SERIOUS ABOUT DENTISTRY and YOUR DENTAL HEALTH or just interested.
- 7) I want to know if you are READY TO COMMIT to do something about your dental health.
- 8) And, I want to share with you a STORY about DENTAL DISEASE vs. DENTAL HEALTH.
- 9) I want to GIVE you an OPPORTUNITY TO CHOOSE to work with me and my team.