



LEAD THE PATIENT

Your patients have no idea how an Initial Consult is supposed to go and they're looking to you for leadership. Start strong – first create comfort then milestone the appointment with your three-step agenda. Finally, have them realise that following your advice is the only way to solve their problem.

RAPPORT

Hi John, I'm Tristan, nice to meet you, come with me.
How has your morning been? Great

AGENDA

Before we get started, thank you for completing your patient history form. I've gone through that already and it's been really helpful for me so that I can best help you today, thank you.

There are three main things that I want to do today so that I can best help you. I'll quickly tell you about those right now, cool?

So, the first thing we are going to do together is get a clear history and understanding of exactly what is going on for you. This is really important so that I can paint a clinical picture before we do a physical/objective examination. I'll basically be asking a few questions to get really clear on what you've provided in your written history. Make sense?

The second thing I am going to do after we have completed your subjective examination is an objective examination which involves (insert what this is for you). By combining the information from your subjective and objective examination I will hopefully have enough information to then (insert what you do next e.g. provide some treatment). Makes sense, right?

And the third thing I am going to do, is that at the end of the consult, I promise to provide you with a very clear understanding of what your diagnosis is, what your prognosis is, as well as letting you know what we need to do together for you to get the best possible result which will include a detailed outline of what treatment and modalities are needed, how long treatment will take and what frequency is needed. Then we will organise to get you started on your (recovery, treatment etc)

All make sense John?

Great, let's get started.