

Agenda

- Introduction and Importance of Patient Engagement
- Overcoming Obstacles to Patient Engagement
 - Strategies to Alleviate Patient Anxiety
 - Breaking Down Communication Barriers
 - The Significance of Patient Feedback
 - Optimizing Communication with Referring Doctors for Practice Growth
- Q&A Session



The Importance of Patient Engagement in OMS Practices

Effective Patient Engagement: Key to OMS Practice Success

If you engage your patients, they will:



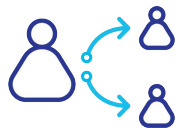
Trust your OMS practice



Experience enhanced satisfaction



Be more likely to adhere to treatment plans



Foster positive patient experiences and valuable feedback to their GP for increased referrals and practice growth.

Patient Engagement:

Healthcare's version of customer satisfaction

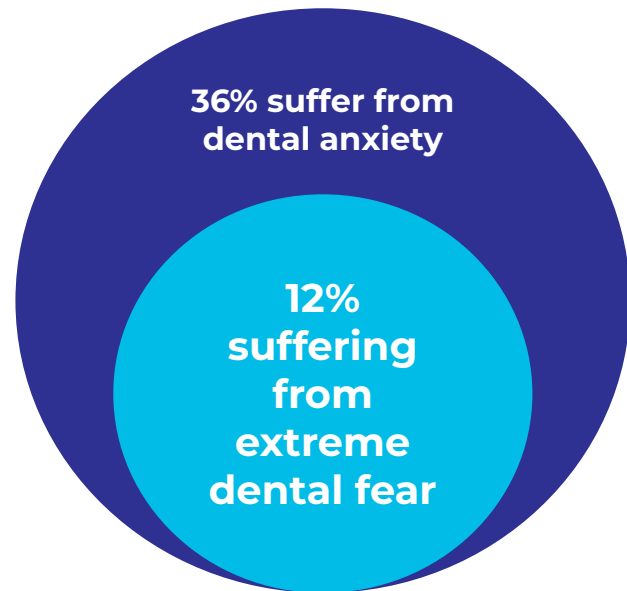


Overcoming Obstacles to Patient Engagement

Patient Anxiety

Did you know?

Approximately 36% of the population experiences dental anxiety, with an additional 12% suffering from extreme dental fear.



Patient Anxiety - Let's Tackle It

Step 1

Understand your patients' perspectives and map their journey, especially those with anxieties, differently from non-anxious patients.

Step 2

Develop a comprehensive approach with pre-procedure counseling, relaxation strategies, and distraction techniques.

Step 3

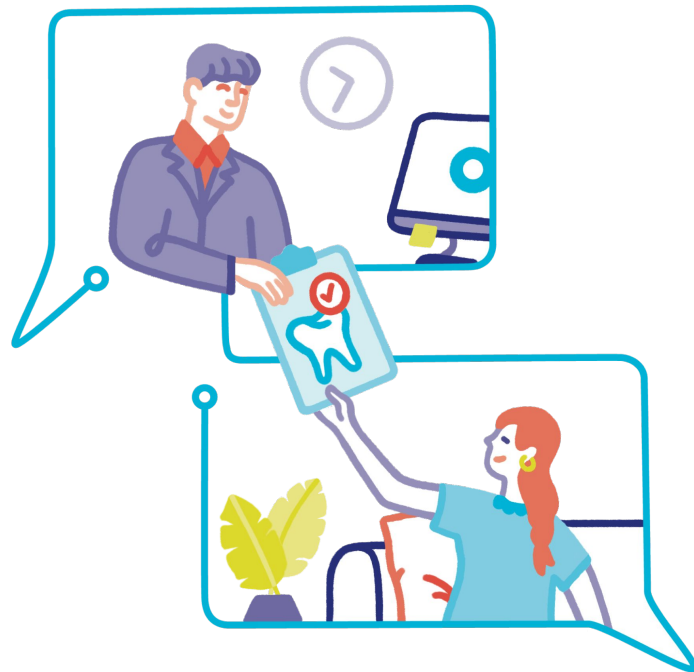
Provide educational resources designed to alleviate anxiety and build trust.

Communication Barriers

Communication Barriers

Effective communication is key for strong dentist-patient relationships.

- It ensures successful treatment outcomes, patient engagement, and retention.
- Communication barriers can cause misunderstandings, anxiety, and decreased trust.



Communication Barriers - Let's Tackle It

Clear

Ensure patients feel informed and empowered throughout their treatment journey.

Compassionate

Actively listen and respond empathetically to patient concerns.

Communication

Overcome communication barriers with innovative approaches (visual aids, interactive tools, clear language).

Lack of Feedback Mechanisms

Obtaining valuable patient feedback is crucial for optimizing the patient experience.

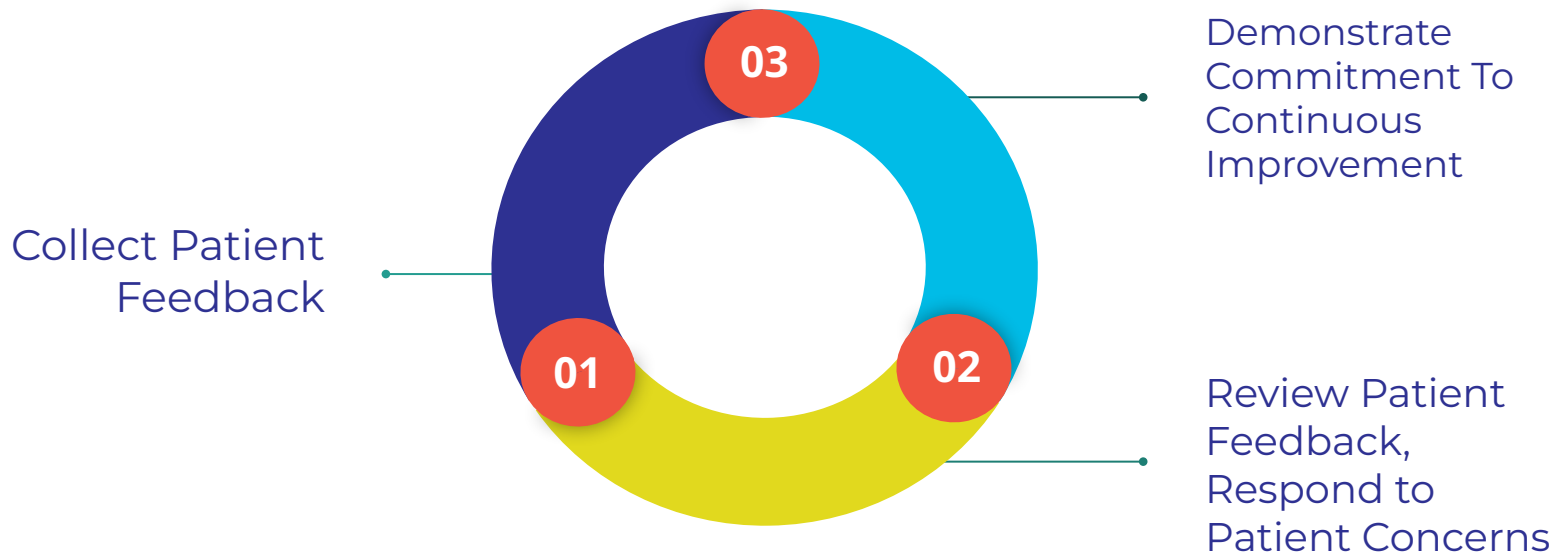
- Without feedback, OMS practices may struggle to identify areas for improvement.

Let's explore strategies to implement effective feedback mechanisms and enhance the patient experience.



Lack of Feedback Mechanisms - Let's Tackle It

A feedback loop is all you need to continuously improve and optimize the patient experience in OMS practices.



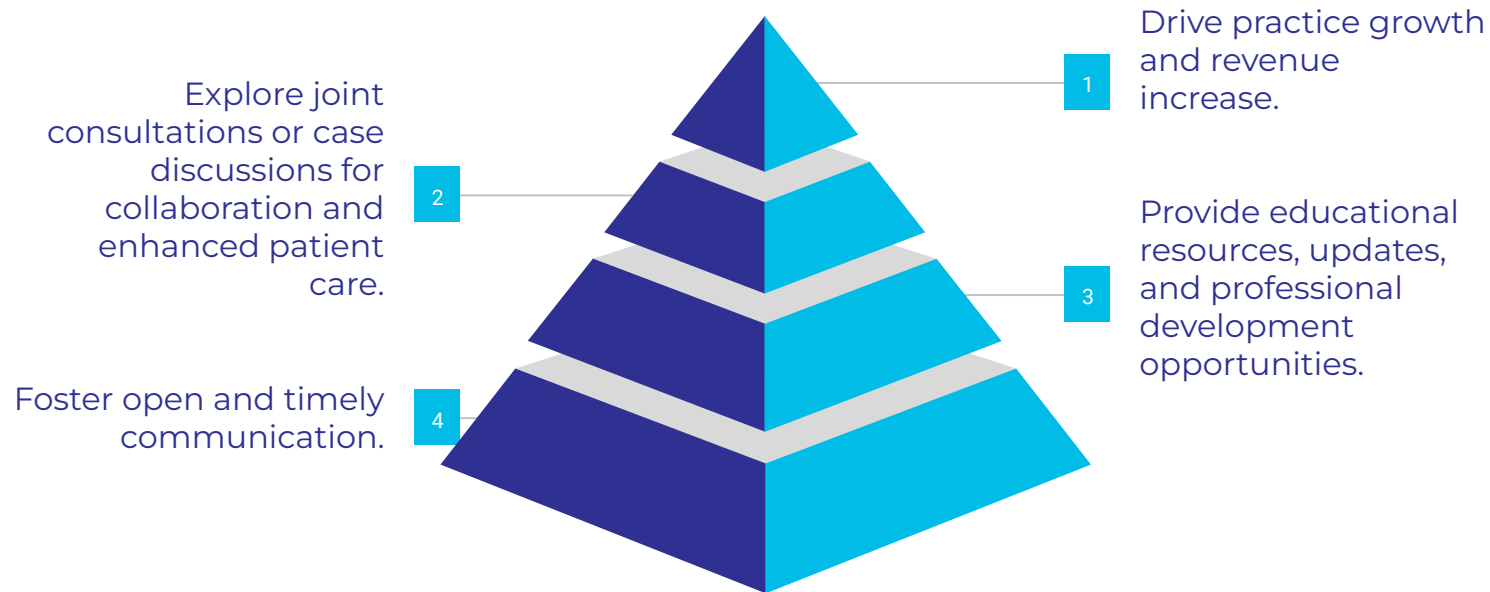
Engaging Referring Doctors

Effective communication and engagement with referring doctors are crucial for OMS practices.

- Building strong relationships with referring doctors is vital for practice growth and increasing revenue.
- Strengthening these relationships can lead to enhanced patient referrals and collaborative opportunities.



Engaging Referring Doctors



Q&A



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