

5 WAYS TO MOTIVATE YOUR PATIENTS

CHEAT SHEET

Focus on Emotions

Emotions like anger, fear, sadness, and love are powerful motivators for action. Discuss with your patients why or how your suggestion can benefit them while meeting one of their emotional needs.

3 Choices

There is something to be said about the power of 3. Offer 3 simple choices ranging from basic, intermediate, and advanced. The power to choose allows your patients to actively participate in their own health while still following your guidelines.

Emphasis Progress

Set specific goals and measure progress. Tell them specifically the next actions they need to take. Some of our favorite doctors provide a worksheet that lays out the steps before the next appointment. Nothing fancy but a great reference tool for the patient.

Encourage accountability

Encourage your patients to join local or online support groups or simply track their own progress with charts and journals. This is a great way for patients to track progress, to feel connected, and to support their contribution.

Celebrate their victories, no matter how small.

Sometimes knowing that their hardwork will be recognized will help your patients increase their efforts and discipline.

We hope this serves you and thank you for serving others.

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