

## Doctor Call/Meeting Discussion Points

You can use any of the following conversation openers and discussion points to help steer doctor calls and meetings:

- I was thinking of you and wanted to reach out.
- We haven't crossed paths in a while, and I wanted to see how you're doing.
- We used to chat more often, and I've missed being in touch.
- My office hasn't heard from yours in a while.
- We worked on quite a few patients together for a while but haven't recently.
- I wanted to ask you how things are going between our offices.
- We always want to hear how we can help other offices and their patients, and I'd love to get your feedback.
- Did something occur with our work together that you'd like me to better understand?
- We haven't seen a patient of yours in a while, and I thought I'd see if there is a reason for that.
- How are things going for your office?
- Did you know that our office is \_\_\_\_\_ (provide information on an update, announcement, offering, new service, etc.)?
- Sometimes dentists feel that \_\_\_\_\_ (mention a specific feeling) about working with an oral surgeon, but we're happy to \_\_\_\_\_ (detail how you resolve these feelings with patient care, accommodation, etc.)
- We've been focusing on some education points for our own office and passing on useful information to those we work with. We'd love to bring your team lunch and discuss it.