

## **Action Step #1:**

### **Emotionally Engaging Consultation Process**

**FOLLOW THIS SEQUENCE  
AND SEE YOUR CASE ACCEPTANCE  
DRAMATICALLY INCREASE!**

- a. 'Why do you want such treatment?/ How can I/we help?' ..... Listen! The patient feels in control.
- b. 'I see, what is the ideal result you are looking for?'  
(Listen, interact, the patient feels more in control)
- c. 'And if this result is achievable, how would this impact you personally?'  
(Patient feels engaged and empowered)