

Enrollment Skills Transfer Name _____ Date _____

I feel the **most** confident and successful when I'm presenting _____ to our patients.

<p>Why do you believe this service is beneficial to our patients? How did you develop this belief (patient story or educational experience)?</p>	<p>When do you bring this up to patients? How do you connect the service with what's important to the patient (creating value)?</p>	<p>When and how do you ask the patient for the 'yes'?</p>

I feel the **least** confident and successful when I'm presenting _____ to our patients.

<p>How is this service beneficial to our patients? What information do you need to feel very confident in the benefits of this service? Please be specific.</p>	<p>What problems does this service solve for our patients? When/how do you discover those problems and share with the patient?</p>	<p>What enrollment techniques do you use when presenting the service you're confident in that could apply to presenting this service?</p>