

## 3 POSITIVE RESPONSE RULE ASSIGNMENT

**GOAL:** To learn how to express value to a patient using the 3 Positive Response Rule

**LOGISTICS:** Create 3 examples of an team member responding WITHOUT and WITH with the 3 Positive Response Rule. **Also, consider having a 3 Positive Response prepared for inquiries about every type of service your practice offers. This is a great exercise to practice at your morning meeting.**

Example A:  
Patient:  
Dental Team Member:

Example B:  
Patient:  
Dental Team Member:

Example A:  
Patient:  
Dental Team Member:

Example B:  
Patient:  
Dental Team Member:

Example A:  
Patient:  
Dental Team Member:

Example B:  
Patient:  
Dental Team Member:

Date of completion:  
Reviewed with doctor/manager:  
Initial after satisfactory completion: