

ASKING FOR REFERRALS ASSIGNMENT

GOAL: To confidently ask patients for referrals

LOGISTICS: Answer the following questions and complete the exercise.

When does your practice currently ask for referrals?

Does your practice HAND OUT something to your referring patients as a visual reminder for them to refer their friends? If so, what? If not, what can you create?

How would you ask for a referral from a particularly pleased patient?
Role play this exercise with your team before going live on a patient.

Date of completion:

Reviewed with doctor/manager:

Initial after satisfactory completion: