



TheCreative
Composite.

BUILDING RAPPORT WITH NEW PATIENTS

*The Creative Composite aim to improve
your dental practice.*

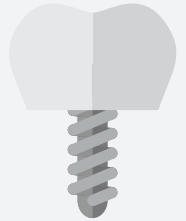


Awesome PSYCHOLOGICAL HACKS



Perfect Handshake

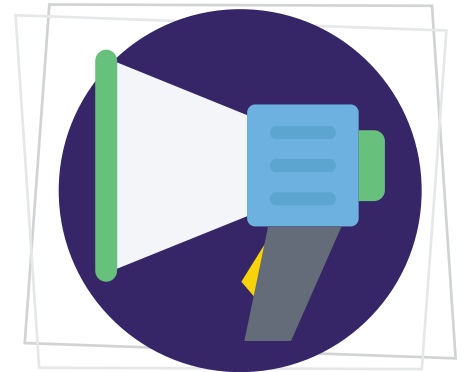
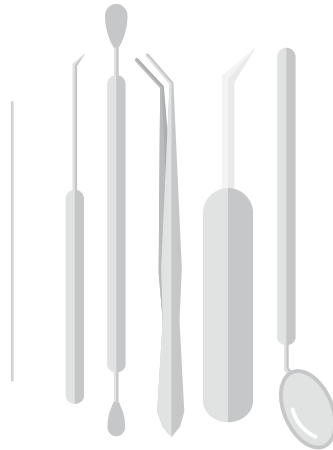
Match the pressure, extend your index finger to their wrist and quickly tap their forearm.



Say Their Name

“A person’s name is to him or her the sweetest and most important sound in any language”

Dale Carnegie

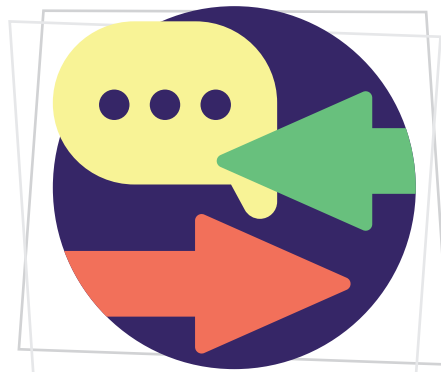


Matching

You can match body language, voice tone, movement rhythms, among others. Tip: be as discrete as possible.



Language Skills



Our brains do a terrible job when processing negatives. Watch out for words such as “but” or “however”.

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