

### Preparing the patient: steps for you and/or your staff

Help your patient identify their concerns to establish a baseline

Use an Aesthetic Interest Questionnaire with all patients to prompt them to think about overall needs, from upper face to lower face and chin.

Spark Patient Interest Questionnaire

Share how you see yourself

I feel like I look:

<input type="checkbox"/> Red	<input type="checkbox"/> Less busy	<input type="checkbox"/> Pained	<input type="checkbox"/> Other
<input type="checkbox"/> Angry	<input type="checkbox"/> Puffy	<input type="checkbox"/> Less desirable	
<input type="checkbox"/> Tired	<input type="checkbox"/> Happy	<input type="checkbox"/> Other than I am	

FOR USE WITH YOUR AESTHETIC PROVIDER

Evaluate concerns and aesthetic goals to customize each consultation

A clean, bare face helps you take good, consistent photos



Learn how to take good before and after pictures by referring to the "Before and After Photography Guidelines"



### Start the conversation with open-ended questions

Get patients talking about what bothers them and why

#### QUESTIONS TO CONSIDER ASKING NEW PATIENTS

"How can I help you today?"

"If you could improve one thing about your face, what would it be?"

(Probe for a second concern to build a priority list.)

"I see you came in for X treatment. Tell me why this condition bothers you."

#### QUESTIONS TO CONSIDER ASKING EXISTING PATIENTS

"I see you've noted a new concern on the questionnaire. Tell me why this concerns you now."

"What do you think your face says to people you've never met?"

**These questions allow you to evaluate your patient's concerns during assessment and revisit when making your treatment recommendations**