

Patient's Needs Based Dispensing
NBD



Adaptive Consulting & Training
Mohamed E Ganem LDO, ABO, NCL
Regional Director / Corporate Trainer
adaptiveconsultingco@gmail.com
(813) 766-0816

The Agenda

- Introduction
- What's NBD
- What we are doing now
- The first step
- The second step
- The third step
- The big picture
- Conclusion and quoin.



Introduction

- The journey
- My motivation
- My paradigm-shift
- My call to action



What's NBD

The absolute understanding of the way the patient's expectations of the products or services that you are about to provide for them.

What we are doing now?



The first step

Knowledge.

You need to know.

You ask questions.

The second step

Recommendations.

Remember you are the expert.

The third step

Overcoming objections
Showing The value
how will it impact their day

The big picture

Recap the sale
Celebrate their dissension
Assurance

Conclusion and quoins



You are as good as your service
your service is as good as your believe system

"Mohamed E Ganem"

Adaptive Consulting & Training
Mohamed E Ganem LDO, ABO, NCL
Regional Director / Corporate Trainer
adaptiveconsultingco@gmail.com
(813) 766-0616


