

A STRENGTHS-BASED TOOLKIT FOR ENGAGING MEN IN PRIMARY CARE.

M

Make a connection

How you make the connection can shape his relationship with healthcare for years

MAXIMISE THE FIRST MOMENTS

Warm acknowledgement, eye contact, open posture.

CREATE A SENSE OF PRIVACY

“Why don’t we step over here for a sec?”

ACKNOWLEDGE THE EFFORT

“I know it’s not always easy to bring this up. I’m glad you came in.”

NORMALISE HIS EXPERIENCE

“Normally, for men on this medication, I see a lot of X.
Is that something you’ve noticed?”

ASK HIM DIRECTLY

“A lot of men find the first month a bit up and down. How’s it been for you?”

WORK AS THE WAY IN

“How’s work been lately?”

A

Agree on a path

He’s more likely to follow through on a plan he helped build.

NAME HIS ROLE

“You’re the expert on your own life. I’m the expert in medicine.”

SHOW YOUR WORKING

“Here’s what I think is going on, and here’s why.”

PROVIDE GENUINE CHOICE

“I’ve got a recommendation, but I want to hear what works for you before we decide.”

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Land a message

He can only act on what gets through.

USE METAPHOR AS A CLINICAL TOOL

“Think of it like a check engine light. Your body’s flagging something.”

MOVE BEYOND THE “STRAIGHT SHOOTER”

“I know that’s a lot. Take a moment.”

LEAD WITH WHAT’S WORKING

“You stuck with the medication for three months – that’s a solid run. What got in the way after that?”

E

Ease him into the next steps

He stays in control, you make the path easier to walk.

START SMALL

“Let’s just start with one thing. Can you take this with food tonight and we’ll see how you go?”

GIVE HIM A RESOLUTION

“This isn’t going to fix it overnight, but here’s what we’re doing right now.”

MAKE IT EASY TO COME BACK

“You should know how this medication feels by then. Let’s review it together.”

BE THE BRIDGE

“Have you heard of X? Let me write down who they are, what it costs and how soon they’ll see you.”

