

# FOREFRONTERS

Treatment Presentation:

Mrs. Emerald, I understand that Dr. Jewel has recommended 2 crowns on your upper left. Now, I know you've already reviewed with the doctor why this treatment is so important, but I wanted to make sure all your clinical questions regarding the procedure have been answered? Fantastic! So, let's go over the financial details. We do our best to maximize the benefits you have available but dental insurance is only designed to help offset some of treatment cost; rarely do they cover 100% of any type of treatment. Now, according to your insurance plan, as they have explained it to us, is that they will contribute \$1200 to the total treatment cost. This will be leaving \$1000 as your investment.

*Do not pause here; do not wait for a response, keep going. You do not want your patients to feel embarrassed about having to ask for financing options*

Now we work very closely with our patients to help them make financial arrangements that are stress free and simple as possible. So, we offer 3 payment options that I would like to review with you so we can decide which one best fits your needs. Would that be ok with you?

(A prop is very helpful for this step)

1. At the end of your appointment, we can take care of your \$1000 investment via Visa, MasterCard, Discover, Cash, or Check
2. As a benefit of being a patient at our practice, we honor a "5% savings program". Meaning if you prepay for your appointment within 24 hours, we'll take 5% off our treatment fee. We offer this program because when patients pay for their treatment upfront, it saves our office on administrative cost, and we want to pass along the savings back to you
3. Our last option allows you to comfortably pay the treatment fee over time, instead upfront. The way this done is through a healthcare credit card called CareCredit; it requires no initial out of pocket cost and if payments are made on time every month and the total fee is paid off within 12 months, then all your payments are interest free. If we look here on this online calculator, it's estimated your monthly payments may be as low as \$XX a month! If this option seems to suit you best, we can get you setup with this before you go

Now out of these 3 financial arrangement solutions, which of these works best for you?

