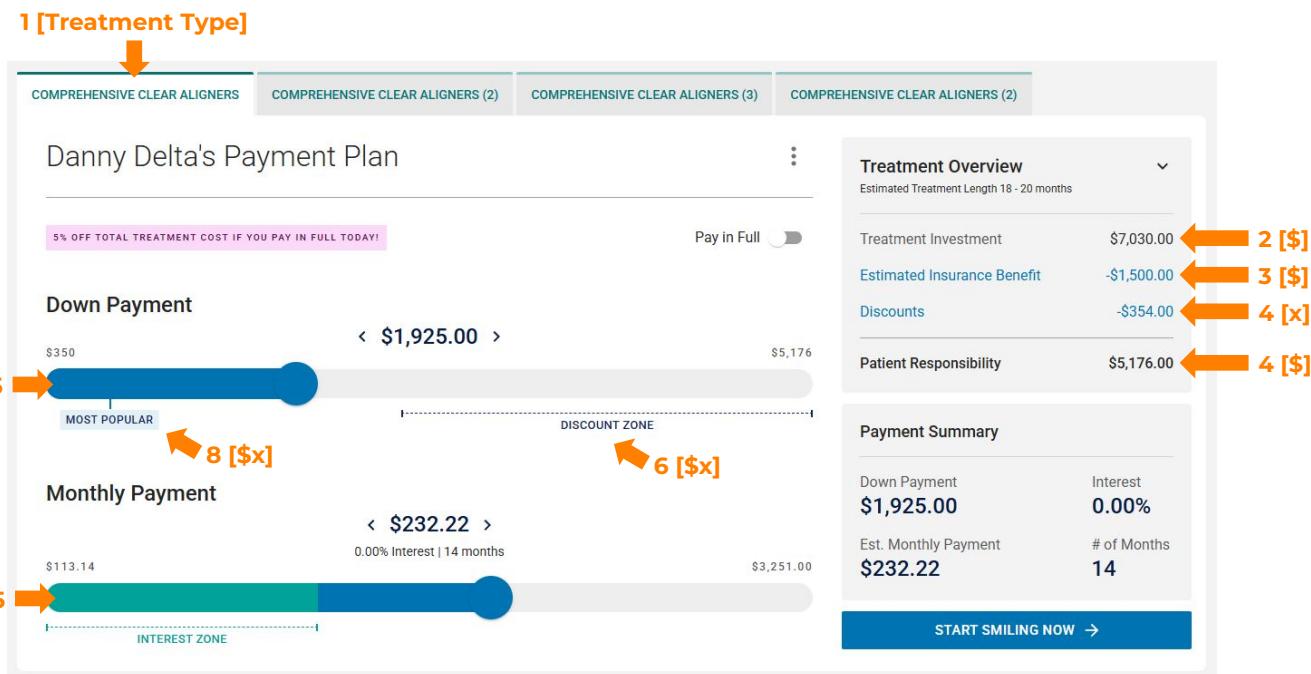# Presenting the Payment Slider

Script

1. Today Dr. [Last Name] has recommended [treatment type].
2. Your total treatment investment is [$].
3. We estimate insurance will cover [$].
4. And we are offering you a [x] courtesy which brings your patient responsibility to [$].
5. Here is where you will customize a down payment and a monthly payment that works for your needs (action: point to each).
6. As you can see, if you choose to pay in full today (slide the slider over to the right), we can offer a savings of [$x].
7. If there are other discounts available, also say, "but we also offer savings at $75% down, 50% down, or 25% down."
8. Or you may choose to get your down payment as low as [$x].
   Note: *Click "Most Popular" to reset the slider.*
9. This is where you will customize your monthly payment. As you can see, with [$x] down, we offer [x%] financing for up to [x] months, or you may choose to extend your financing and get your payment as low as [$x].
10. I'm going to hand you control of the slider so that you can take a look at what works for you. In the meantime, I'm going to look at the schedule to see when we can get you started.
    Note: *Optionally offer to get them a bottle of water, or the Treatment Coordinator can pull together their folder, etc...*