

## Presenting the Payment Slider

1 [Treatment Type]

**Treatment Overview**  
Estimated Treatment Length 18 - 20 months

Treatment Investment	\$7,030.00	2 [\$]
Estimated Insurance Benefit	-\$1,500.00	3 [\$]
Discounts	-\$354.00	4 [x]
Patient Responsibility	\$5,176.00	4 [\$]

**Payment Summary**

Down Payment	Interest
\$1,925.00	0.00%
Est. Monthly Payment	# of Months
\$232.22	14

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### 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...