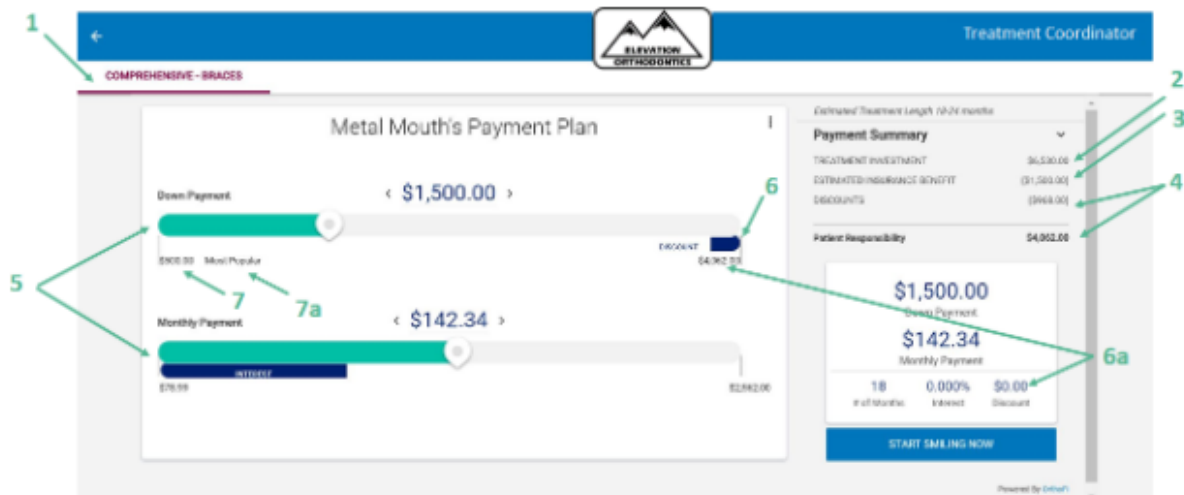


Presenting the Payment Slider



Payment Slider Script:

1. Today Dr. "X" 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 "x".
5. Here is where you will customize a down payment and a monthly payment that works for your needs. (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 too, 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".
 - a. (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. (Or offer to get them a bottle of water, or the Treatment Coordinator can pull together their folder, etc...)