

CASE ACCEPTANCE SYSTEM OVERVIEW -

We focus on improving the understanding and perceptions of the patient and aligning them to their optimal solutions. We will give you the tools and training to improve case acceptance and help your patients achieve optimum health.

The presentation folders add value and professionalism to your overall presentation. The inserts are designed to help patients better envision their future if they don't accept the prescribed treatment, and the benefits if they do. Choose from over 40 insert options.

WHAT'S INCLUDED:

- 1,000 Branded Presentation Folders
- 1,000 Each of 8 different Branded Treatment Plan Inserts (8,000 total)
- Choose from our library of 40 insert options.
- Program Strategy
- Professional copywriting
- Professional graphic design
- Training Discovery
- Case Acceptance Training
- Monthly Accountability & Follow-up
- Re-training as necessary

Presentation Folder and Plan Insert Samples



TRAINING OVERVIEW:

- 1. Discovery:** We analyze your case presentation process, suggest and verify strategy, identify an internal accountability person, as well as preview the training to ensure compatibility.
- 2. Method:** We train over the phone using a slideshow screen share. This is an effective process that is interactive. We have over 10 years experience and over 95% positive feedback on our trainings.
- 3. What's Covered:** Case Acceptance Training focuses on improving the closing rates of your case presentations. You will learn proven sales strategy to assess the perceived need/want, align the correct solution, assess understanding, confirm acceptance and close the sale. Includes training on how to present the inserts.
- 4. Follow-up:** After the training the slideshow and a resource kit are sent to the practice. Each month we will follow up on the training to hold the practice accountable and establish good habits.
- 5. Re-training:** If needed, we will re-train employees or work with them to overcome any issues. We will also train new hires as needed. This is available throughout the duration of the contract.

GROWTH IMPACT

- Increase per patient revenue and profitability
- Attract new patients