

# Healthcare – Appointment Scheduling

## **\*\*Opener (Human + Relatable)\*\***

Hi, this is Sarah from Spark AI. Clinics often tell me their front desk is buried in patient booking calls. Does that happen in your clinic?

## **\*\*Diagnostic Question\*\***

How many appointments does your team schedule daily?

## **\*\*Solution + ROI Pitch\*\***

We run a 90-minute AI Accelerator where we show teams how to automate these workflows. That usually saves 200+ staff hours within two months and cuts process times by 40–50%. If it doesn't, we refund the fee.

## **\*\*Proof Point\*\***

One Dubai clinic cut patient no-shows by 38% after automating reminders.

## **\*\*Close\*\***

Would you be open to mapping your top 2–3 workflows on a short Zoom? I can do Tuesday morning or Wednesday afternoon — which works better for you?

## **\*\*Objection Handling\*\***

If prospect says 'Email me': "Of course. Just so I send the right info, which part of this process slows you down the most?"

If prospect says 'No budget': "Totally understand. Most clients cover the workshop from the first workflow we automate. If we don't find savings, you keep the roadmap free."