

FRONT DESK SCRIPTING SAMPLES

Lost Retainer Phone Call:

"Sure, I would be happy to get you a new set of retainers! To go over your options; we can replace your existing set for \$349 per retainer. That is a total of \$698 for a full set. Or we have partnered with Retainers for life where you pay a one time membership fee of 699.00 (equates to 349.50 per arch) including the retainer and have access to wholesale replacement retainers at a fraction of the price for the rest of your life mailed to your door. Payment plans are available if needed. This membership pays for itself by the second use!"

Handing out the Puppy Postcard:

"Hey! Have you heard about our retainer program? It's called Retainers for Life, and it gives you access to wholesale replacement retainers at a fraction of the price for the rest of your life, mailed to your door from easy online ordering! Here is a postcard with some additional information about it! I can send you a text message with my coupon code to give you, my discount"

CLINIC SCRIPTING SAMPLES

In Treatment - Pre Debond:

"You are about to get your braces off!! Congratulations!! Here's some information that tells you a bit more about our Lifetime retention program, as well as all of the reasons that you will need to replace your retainer. I can send you a text with a link for more information and my coupon code to save you some additional money!"

"Now that you're coming to the end of treatment, we have a replacement program called Retainers for Life. We recommend Retainers for Life because it's the best way to protect your investment. It's not if but when you'll need a replacement, and this replacement program is the most convenient and affordable way to replace them. We also have a 6-month payment available for this program!"

Handing out the Puppy Postcard:

"Hey! Have you heard about our retainer program? It's called Retainers for Life, and it gives you access to wholesale replacement retainers at a fraction of the price for the rest of your life, mailed to your door from easy online ordering! Here is a postcard with some additional information about it! I can send you a text message with my coupon code to give you, my discount"

Patient has lost a retainer chairside:

"Sure, I would be happy to get you a new set of retainers! If you have a few moments, I would love to go over your options. We can replace your existing set for \$349 per retainer. That is a total of \$698 for a full set. Or we have partnered with Retainers for life where you pay a one time membership fee of 699.00 (equates to 349.50 per arch) including the retainer and have access to wholesale replacement retainers at a fraction of the price for the rest of your life mailed to your door. Payment plans are available if needed. This membership pays for itself by the second use!"

NEW PATIENT CONSULT SCRIPTING SAMPLES

In Consult:

"Now that you are beginning treatment with Dr. Bhatia, we want you to know how very important retainer wear is to protect the smile that you are investing in. Retainer wear is lifetime as your teeth will always want to move back. That is why Dr. Bhatia has partnered with Retainers for Life. This program offers you access to affordable replacements for the rest of your life at wholesale price for a one time membership fee of 699.00 (equates to 349.50 per arch), and they even deliver straight to your door just like amazon! For example, right now replacement retainers cost \$349 each in our office, but with Retainers For Life the co-pay would only be as low as \$43. If you would like to sign up today, we can remove the interest and finance the total amount over your treatment time.

"Most of our patients sign up for Retainers for life because it's the best way to protect your investment. It's not if but when you'll need a replacement, and this replacement program is the most convenient and affordable way to replace them. Signing up now gives you access to the lowest monthly payment available and locks you in at this price."