

CareCredit® Solutions: Case Study



-Dr. Dennis A. Block,
Merrillville, IN

Drs. Block and Stevenson,
O.M.S., P.C.

**“ CareCredit has increased our
large case acceptance over 50%! ”**

Before we enrolled in CareCredit, finding a way to pay for treatment was a financial hardship for many of our patients. But we weren't interested in the responsibility of trying to be a bank. CareCredit is the perfect fit, because now our patients can get the treatment they need, and we don't have to worry about carrying loans. We just set them up with CareCredit's convenient monthly payment plans and that makes it real easy. Now our large case acceptance is up over 50 percent!

I appreciate that CareCredit helps our patients get their dental problems taken care of very quickly without having to worry about paying for it until later. Many of the people in our area don't have the kind of income or cash set aside to pay for a lot of our more extensive procedures. Typically, we have patients come to our practice in pain who need work done, and they don't have a way to pay. But with CareCredit, they can get an approval, get the procedure done, and pay over time.

CareCredit has worked so well for us that we present it to all patients. Our entire team likes using it. I also like that CareCredit has helped reduce our Accounts Receivable. They pay us for treatment within a couple of days. CareCredit is cash in the bank.

We have recommended CareCredit to General Practitioners and several Specialty Practices in our area. It's ideal for a Specialty Practice because of the short-term nature of Periodontists' and Dental Surgeons care, since they won't see the same patient again for years. CareCredit is a better fit for them. They get their money up-front and don't have to worry about it. That's a big advantage. I would recommend CareCredit to any practice that wants to increase treatment acceptance.”

Dennis A. Block, D.D.S.
Drs. Block and Stevenson, O.M.S., P.C.

