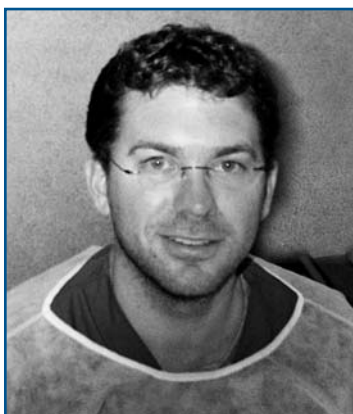


# CareCredit® Solutions: Case Study



*Matthew Haluch, D.D.S.  
Dentist/Owner*



*Debra Davis  
Office Manager  
East Long Meadow, MA  
Baystate  
Dental Care*

**“ Before CareCredit we were carrying a high Accounts Receivable. Now it’s down to zero! ”**

“We enrolled in CareCredit to cut down on billing and to enable patients to accept higher treatment plans. At the time we were carrying a high A/R. We’ve cut that down to zero. And we have much less billing, and that’s a big time saver.

Plus, our treatment acceptance has increased dramatically. We find that patients accept higher-level treatment plans more often if they have a way to pay over time. So we offer CareCredit’s No Interest Payment Plans to all patients. It’s a big selling point. The majority really enjoy being able to use CareCredit and pay no interest for up to a year. We’ve even had a few patients call and say, ‘so and so said you offer a payment plan that has No Interest that we can use to pay for treatment.’

I think that CareCredit has made a difference for just about every one of our patients. You have someone who doesn’t want to lose a tooth, now we can save it. Without CareCredit the majority of our patients wouldn’t have been able to do the treatment because of financial concerns. And our doctor, Dr. Haluch, is so enthusiastic about CareCredit he recommends it for every dental office. He says that once you have the approval, you can direct your treatment plan in a way that lets you give patients better treatment and make yourself more efficient.

Our whole office is proactive about CareCredit. Almost everyone presents it. We also pre-approve patients before they come into the office with CareCredit’s Pre-Approval feature. And we’ve had very good luck with it. Patients come back more often to get more treatment done because of CareCredit. And they accept higher-level treatment plans. I believe CareCredit is the best way to increase treatment acceptance.”

Debra Davis,  
Office Manager  
Baystate Dental Care

