## Growth Strategy: Help Capture Revenue Opportunities During the Appointment



## **Have Confident, Informed Cost Conversations**

The cost and payment conversation is critical to treatment acceptance. With CareCredit integrated into 90%+ of dental practice software, you may now be able to see which patients on your daily schedule have a CareCredit credit card and their available credit and which patients are preapproved. This helps you have more informed conversations and be able to **confidently present payment options**.



Click to see how your CareCredit integration works.



## **Help Patients See the Possibilities**

Patients can also scan your custom link QR code to learn about CareCredit, calculate their estimated monthly payment and see if they prequalify – with no hard credit checks – privately using their smart device.







## **Help Minimize Cancellations and No Shows**

Cost is one of the primary reasons patients cancel appointments at the last-minute leaving holes in the schedule where production should be. To help, let patients know their payment options – including the CareCredit credit card – before their appointment. Some of CareCredit's 12+ million cardholders may be in your community or in your practice and already have a way to pay.



