

Simple Conversation Guide for Flexible Financing

Easily offer financing to your patients to help them proceed with care today, while helping build long-term loyalty.



Before the appointment

When you let all patients know flexible financing is available during the initial phone conversation or in pre-appointment communications, more may accept your full treatment recommendation.

Sample Conversation:

OM: “We have you scheduled for Friday the 10th at 8am. We like to inform all of our patients that we have dedicated options to pay for your health and wellness, including the CareCredit credit card. Would you like to learn more?”

PATIENT / CLIENT: “Yes.”

OM: “Great - I will send the link so you can review the options and see if you prequalify with no hard credit check. Feel free to contact us if you have questions. We look forward to meeting you.”

During the treatment and fee discussion

Introducing financing into the conversation may be as simple as asking, “Would you like to learn more about our options to pay over time?” There are millions of CareCredit cardholders and some of them may be your patients and may appreciate being able to use it at your office. For those who don't have CareCredit, it prompts them to ask for more information.

Sample Conversation:

OM: “Your cost for the care recommended is \$XXXX. We can take care of this with cash, check or credit cards including our dedicated flexible financing option, the CareCredit credit card. Would you like to learn more about our options to pay over time?”

PATIENT / CLIENT: “Yes.”

OM: “We offer a variety of financing solutions, including the CareCredit credit card. Simply scan this QR code or visit the URL to learn more and see if you prequalify with no hard credit check. You can apply and receive a credit decision almost instantly. If approved, you can use it to pay for care.”

Flexible Financing Options for Health and Wellness



CareCredit Credit Card

A health and wellness credit card with special financing

- **CARDHOLDERS CAN USE AGAIN AND AGAIN** for out-of-pocket health and wellness expenses for themselves and their family, including pets!
- Short and long-term special financing options starting at 6 months for purchases of \$200 or more.
- Accepted at over 285K health and wellness provider and retail locations nationwide.



Synchrony Pay Monthly Loan

A one-time loan with predictable monthly payments

- **SINGLE-USE** installment loan. Closed when paid in full.
- Pay over time with equal monthly payments for purchases starting at \$500.
- Available at select health and wellness provider locations nationwide.

NOTE: A waived interest option may be available where all interest charges will be waived if the balance is paid in full by the end of the promotional period.

▶ You can order additional CareCredit and Synchrony Pay Monthly loan marketing materials through the Provider Center by:

1. Log in at carecredit.com/ordersupplies
2. Go to “Marketing & Promotion”
3. Click “Order: Supplies and Other Marketing Materials”
4. Find the marketing materials your practice needs
5. Enter quantity and complete checkout

Questions or need more information? Contact us at 800-859-9975 (Option 1, then 6).

▶ Have questions or need more information?

Contact your CareCredit representative or you can also reach us at:

CareCredit Provider Services: 800-859-9975

Synchrony Pay Monthly Loan Provider Services: 855-872-6189