

Tips and Tricks

on offering your patients pay monthly options

Many people prefer to spread the cost of their purchases - whether it's to keep their savings up, or make treatment accessible - offering finance creates another option!

Here are some simple phrases you can say to the customer:



"You can pay monthly for your treatment with us - it's very easy!"



"Do you know that we have the option for you to spread the cost?"



"It's only £XX per month with Chrysalis. Would you like me to send you the details?"

Extra facts:

Keep it simple! Our Patient Application Link can be forwarded to any patient, enabling them to complete their application online.

Whenever you talk about the cost of a procedure, always quote the possible monthly equivalent cost as well as the total cost of treatment. Don't be afraid of mentioning costs - it's what customers are eager to hear about.

How do I offer payment options?

“We have monthly payment options available, and the guide price is £XX.”

Would NOT recommend you say

1

Finance

2

Finance is available

3

To make the treatment affordable

4

How are you going to pay?

Recommended you DO say

Monthly payment options

Many patients like to spread the cost. If you are interested, please let me know.

To make the treatment more accessible

Have you thought about the payment options?

Do you have a question you'd like to ask us? You can email us on marketing@chrysalisfinance.com.