**Dental Script**

* Hi! May I speak with [FirstName]? My name is \_[AccountFullName]\_\_ with the dental benefits office.
* You were looking to get dental coverage; is that correct?
* Great! My call is to give you the highlights of our plan. The company I am with is Ameriplan® and we are the nation's largest provider of discounted Dental, Vision, Prescription, and Chiropractic care.
* (If they say no, they don’t know where you got their information from, and then by all means tell them and that will spark a memory for them. If not, then ask them if they have a comprehensive dental plan and go from there.)
* We save you up to 80% off on ALL the dental services including general as well as specialist- Periodontist, Orthodontist etc.
* No waiting period - you can use it right away
* No limits - you can use it as much as you need to
* INSTANT Savings- your savings starts with your first visit
* No Paperwork to fill out
* AND we accept all ongoing problems except for orthodontic treatment already in progress.
* Did you have a specific question about a DENTAL plan or would you like me to tell you about our VISION plan?
* On our VISION plan we save you up to 60% off on all your eye needs. We save you on Glasses, contacts, eye exams Surgery, even the laser surgery And non-prescription sunglasses and designer sunglasses You can go to Sears, JC Penney, Lens Crafters, Pearl Vision, Montgomery Wards, and lots more stores also.
* Did you have a specific question about a VISION plan or would you like me to tell you about our PRESCRIPTION plan?
* On our PRESCRIPTION plan we save you up to 25% off of name brand drugs up to 50% off of generic drugs and you can go to Kmart, Target, Walgreen's, Feagan's, Albertsons, and most major retail pharmacy chains. IF you or anyone in your home takes a DRUG on a REGULAR BASIS, you can order on our MAIL ORDER program and save up to 70% and we mail it right to your home.
* On our Chiropractor plan, the rates will be reduced up to 50%.
* Sir/Ma'am .. The best part about AmeriPlan® is that our household fee has always been just $25/mo or only $40 for all benefits medical and dental.
* Sir/Ma'am ..., which works best for you, to cover just YOU, or to cover your whole HOUSEHOLD??? \_\_\_\_\_\_\_\_
* Great. All I need is a little information. (As you acquire this information if they should stop you and say "I am not ready to do this now" or "I want to go to the web site" or "let me talk it over with my spouse"
* Always remain positive and supportive, say "Great" "No Problem" "I understand" and then continue with either "Okay, when would you like for me to process your membership information?" Get a date and then continue – "Okay will you be using CC Debit etc. and get the info and tell them you will process then and give them your contact info along with the 1-800 number. If you are sincerely in your enthusiasm and support they will give you the information.
* If they want to go to the web site- either put them on right there-ask them if they are at the computer and or tell them prior to your calling them you have sent them an email with the details, and web site. If they still want to review the info and or talk with spouse, again be positive and confirm a follow-up call for either later that day or the following day. If they are serious they will tell you if it is to be later in the week.
* I remind them that the company has a 30-day Money Back Guarantee for all new members. If they are not satisfied with the service they can request they’re monthly premium back within the first 30 days. They are then obligated to mail back the card (s) and Membership booklet.
* Enroll them on your site: <http://YourID#.SavewithDiscountHealthcare.com>

· Choose the plan that makes sense for them.

* + What is your LEGAL FIRST name? Your LAST name?
  + Mailing Address. City, State, Zip
  + Phone number
  + Email address
  + DOB

Which card do you like to use?

o  Debit/Credit Card accepted:   \_\_Visa \_\_MasterCard \_\_Discover \_\_American Express

Exp date / CVV code (3 digits on back of card) / zip code for card

There is a ONE-TIME registration fee of $20 (you never pay it again) ($30 registration for combo plan)

* After you have received all the information or have scheduled your follow-up, always ask for referrals : "Do you happen to know of anyone else who can also benefit from the savings and having an affordable plan for themselves and or their household?" Offer to call them on their behalf!
* You will receive your AmeriPlan® Cards in 10-14 business days. You will also receive a Membership Information Guide on how to use the plan, and a list of dental providers and specialists in your state. There are toll free [800-647-8421](tel:800-647-8421) telephone numbers for customer service on the back of your cards if you have any questions.
* **Customer Referrals**  
  Now (name of customer is there anyone you know, maybe work with that you think would like to save some money on these type of benefits? (get names and numbers, these are your leads)
* **Give them the member portal.** This is where they will have access to manage their membership, print off temporary cards,and add members to their plan. <http://www.Ameriplanusa.com/member> (3 days from enrollment they will be able to register)