

# New Patient



## 1 Discuss RFL as a treatment upgrade option

As your doctor wraps up the new patient exam, it is important he/she recommends RFL:  
"Most of our patient's sign up for Retainers for life because it's the best way to protect your investment. It's not if but when you'll need a replacement, and this replacement program is the most convenient and affordable way to replace them. Signing up now gives you access to the lowest monthly payment available and locks you in at this price."

## 2 If your patient would like to enroll, fill out and sign RFL NP Contract

You will transfer your patient's information to the Manual Enrollment form afterwards. The paper contract is optional. Let your patient know that the payment for RFL will be separate from their treatment, similar to a third party insurance for a plane ticket.

## 3 Enroll your patient through the Manual Enrollments form on your dashboard

Be sure to choose the option "No, I will order the Retainer separately on Scan Day" on the questions that asks "Is a Retainer Order Needed Now or In the Future?"

MANUAL ENROLLMENTS 34

Manual Enrollments with Practice ID

\* Required

1. Orthodontist Last Name \*

Enter your answer

2. Practice ID Number only (found on your dashboard) \*

Enter your answer

## 4 Update your patient's status to RFL Member in your charting software

This will make sure your team knows that this patient's debond retainer is free for the practice with their membership.

**Protect your investment through Retainers For Life®**

BEGINNING OF TREATMENT PROTECTION PLAN  
Please select one.

**Option 1:** Retainers for Life Protection Plan Pay In Full \$499 (both arches) **OR** \$349.50 (one arch)

**Option 2:** Protection Plan Payment Options 12 Monthly Payments of \$61.58 (both arches) **OR** 6 Monthly Payments of \$61.58 (one arch)

I, \_\_\_\_\_, authorize **Retainers For Life** to charge my account indicated below each month or pay in full for payment of my/my child's retainers.

Name of Patient: \_\_\_\_\_ DOB: \_\_\_\_\_  
Phone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_  
PHASE / TRADITIONAL (circle one) UPPER / LOWER / BOTH (circle one)

**Credit Card:**  
 Visa  Mastercard  Discover  Amex  HSA  SA  
Card Holder Name: \_\_\_\_\_ Card Number: \_\_\_\_\_  
Exp Date: \_\_\_\_\_ CVV: \_\_\_\_\_ Withdrawal Date: \_\_\_\_\_  
Billing Address: \_\_\_\_\_  
Signature: \_\_\_\_\_ Date: \_\_\_\_\_

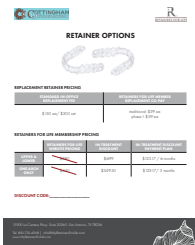
I understand that this authorization will remain in effect until I cancel, and I agree to notify the above named business in writing of any changes in my account information or termination of this authorization or later 15 days prior to the next billing date. If the above noted payment does not fall on a weekend or holiday, I understand that the payments may be processed on the next business day. I verify that an authorized user of this credit card will not dispute these scheduled transactions with my credit card company, so long as the transactions correspond to the terms.

15900 La Cantera Pkwy, Suite 20240, San Antonio, TX 78256  
Tel: 850-735-4948 | info@MyRetainersforLife.com  
www.MyRetainersforLife.com

# In Treatment

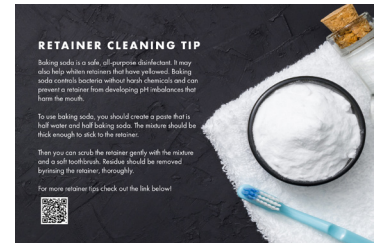
## 1 At the final adjustment discuss RFL

When you are scanning your patient for their permanent retainers, check if the patient is an RFL member. If the patient is not an RFL member, talk to your patient about RFL as an affordable and convenient solution for replacement retainers in the future. Give your patient the RFL puppy post card and Retainer Options form..



## 4 At the Debond Appointment

Remind your patient that they can still enroll with 20% off of RFL. After the patient's braces/attachments have been removed and in-house retainers are delivered, give all RFL members the RFL patient giftbag and review wear and care of retainers.



## 2 Send your patient the RFL Text

If your patient needs time to think about enrolling, use the Patient Communication form on your dashboard to send your patient a text with a link to enroll with your coupon code. This allows your patient to enroll at the comfort of their own home.

1. Orthodontist Last Name \*

2. Practice ID \*

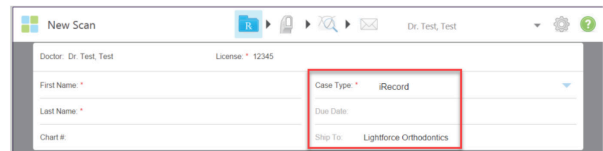
3. What would you like to do? \*

I want to text/email a link to our Practice Page with a Coupon Code

I want to text our Congratulations Page to a Patient before Debond Day

## 5 At the first Retainer Check appointment

For all RFL members, send your patient's scan to the RFL Lab. Submit a Retainer Order through the RFL Dashboard for their backup retainer to be delivered to their home.



Retainer Orders with Practice ID

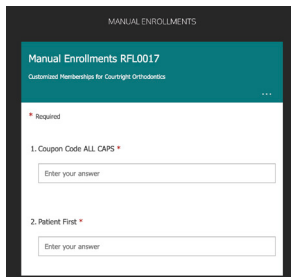
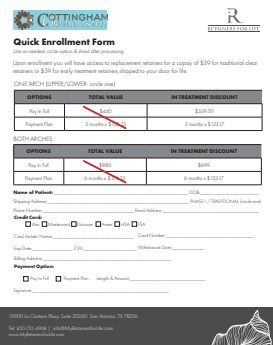
Custom Retainers for your patients

\* Required

1. Orthodontist Last Name \*

2. Practice ID Number (Your Practice ID can be found on your dashboard) \*

## 3 From the text link your patient can enroll online using your coupon code OR In office using the End of Treatment contract and assistant registering patient through manual enrollments on the dashboard



## 6 At the first retainer check

If your patient had puffy gums at debond, please rescan and send to the RFL Lab for any future retainer orders.

# In Retention



## 1 Present cost of one replacement retainer vs RFL

“You can get replacement retainers for \$XXX amount today, or you can sign up for our lifetime replacement program for for \$349.50 per arch and it includes your first retainer(s) - this is the best way to protect your investment for the most affordable and convenient replacement retainers in the future”

## 4 From the text the patient can enroll using your coupon code OR In office using the Quick Enrollment form and assistant registering patient through manual enrollments on the dashboard.

OPTIONS	TOTAL VALUE	IN TREATMENT DISCOUNT
Pay in full	\$450	\$349.50
Payment Plan	3 months @ \$150	3 months @ \$133.17

OPTIONS	TOTAL VALUE	IN TREATMENT DISCOUNT
Pay in full	\$900	\$699
Payment Plan	6 months @ \$150	6 months @ \$116.50

## 2 Send patient text using the “Patient Communication” form on your dashboard

## 5 Don't forget to include a retainer order with the membership if you are enrolling in-office. Do this by selecting “Yes, Let's process a retainer order now” on the Manual Enrollment Form. The included retainer can be shipped to the patient's home for convenience

## 3 Check for and submit the scan to RFL. If there is no scan on file, schedule the patient for a scan and send to RFL lab