

# 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."

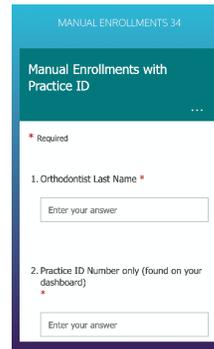
## 2 If your patient would like to enroll, fill out and sign RFL NP Contract

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?"



## 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 thier membership.

# In Treatment



## 1 At the Debond Scan appointment discuss RFL

When you are scanning your patient for their 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.



## 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 \*

Quimby and Collins

2. Practice ID \*

36

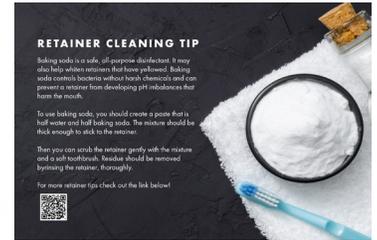
3. What would you like to do? \*

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

## 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, give all RFL members the RFL patient giftbag and review wear and care of retainers.



## 5 At the Retention 1 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.

MANUAL ENROLLMENTS 35

18. Is a Retainer Order Needed Now or in the Future?

No, this Membership Only

No, I will order the Retainer separately on Scan Day

Yes, lets process a Retainer Order now

19. Upper Quantity

1

20. Upper Retainer Order

New Scan

Doctor: Dr. Test, Test License: 12345

First Name \*

Last Name \*

Chart \*

Case Type: #Record

Case Date:

Case To: LightBite Orthodontics

## 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

Quick Enrollment Form

Upon enrollment you will have access to replacement services for a copy of \$35 for traditional clear retainers or \$35 for early treatment retainers shipped to your door for life.

ONE ARCH UPPER/LOWER (circle one)

OPTIONS	TOTAL VALUE	IN TREATMENT DISCOUNT
Pay In Full	\$450	\$450
Payment Plan	3 months x \$150	3 months x \$123P

OR TWO ARCHES

OPTIONS	TOTAL VALUE	IN TREATMENT DISCOUNT
Pay In Full	\$600	\$600
Payment Plan	6 months x \$100	6 months x \$123P

Name of Patient: [Name] [Address] [City] [State] [Zip]

Phone: [Phone] Email Address: [Email]

Credit Card:  New  Existing  Discover  Visa  MC  Amex

Cardholder Name: [Name] Card Number: [Number]

Exp Date: [Date] [Date] Initial Card Date: [Date]

Billing Address: [Address]

Payment Option:  Pay In Full  Payment Plan Length & Amount: [Length] [Amount]

Signature: [Signature]

MANUAL ENROLLMENTS

Manual Enrollments RFL0017

Customized Memberships for Careright Orthodontics

Required

1. Coupon Code ALL CAPS \*

Enter your answer

2. Patient First \*

Enter your answer

# 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.

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

Practice Communication with Practice ID  
Form for sending information to your patient

\* Required

1. Orthodontist Last Name \*

Fodero

2. Practice ID \*

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**Quick Enrollment Form**  
Use an existing case report & email for processing

Upon enrollment you will have access to replacement retainers for a copy of \$39 for traditional clear retainers or \$39 for early treatment retainers shipped to your door for life.

ONE ARCH UPPER/LOWER (circle one)

OPTIONS	TOTAL VALUE	IN TREATMENT DISCOUNT
Pay In Full	Cost	\$349.50
Payment Plan	3 months x \$116.50	3 months x \$233.17

TWO ARCHES

OPTIONS	TOTAL VALUE	IN TREATMENT DISCOUNT
Pay In Full	Cost	\$699
Payment Plan	6 months x \$116.50	6 months x \$233.17

Name of Patient \_\_\_\_\_ DOB \_\_\_\_\_  
 Shipping Address \_\_\_\_\_ Email Address \_\_\_\_\_ PHONE / / / (MANDATORY, include area)  
 Home Number \_\_\_\_\_  
 Credit Card  Visa  Mastercard  Amex  Discover  Other \_\_\_\_\_  
 Card Holder Name \_\_\_\_\_ Card Number \_\_\_\_\_  
 Exp Date \_\_\_\_\_ CVV \_\_\_\_\_ Withdrawal Date \_\_\_\_\_  
 Billing Address \_\_\_\_\_  
 Payment Option  Pay In Full  Payment Plan Length & Amount \_\_\_\_\_  
 Signature \_\_\_\_\_

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 www.retainersforlife.com

MANUAL ENROLLMENTS

Manual Enrollments RFL0017  
Customized Memberships for Courtright Orthodontics

\* Required

1. Coupon Code ALL CAPS \*

Enter your answer

2. Patient First \*

Enter your answer

## 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

New Scan

Doctor: Dr. Test, Test License: \* 12345

First Name \*

Last Name \*

Chart #

Case Type \* iRecord

Due Date

Ship To: Lightforce Orthodontics

MANUAL ENROLLMENTS

Manual Enrollments RFL0011  
Customizing Enrollments for Melcher Orthodontics

\* Required

1. Coupon Code ALL CAPS \*

Enter your answer

2. Patient First Name \*

Enter your answer