



Name of the Session

How to handle the infamous "Pricing Question"

Name

Date

Question 1 – In ELITE we looked at the “L” look to share something special. What is something you can share about your practice to a new client? It is your new client special offer, is it your fantastic care – what is it?

Question 2 – “T” Talking value with price can sometimes be challenging. How have you started to add value to your price quote if it is requested?

Question 3 – What are some ways you can help avoid no-shows?