

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?

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