

THE TEAM 2000
"Member Script"
Updated: Aug 16, 2007

Hello is {--firstname--} there?

"Hi, {--firstname--} my name is _____, returning your call regarding the Dental Plan. Is this a good time to talk? _____ GREAT!

The name of our plan is **AmeriPlanUSA®** . With Ameriplan® there are no waiting periods. No limits on visits or services. Braces are covered for both children AND adults on our plan too. Cosmetic Dentistry and all specialist are included on the plan. Your savings are up to 80% off all dental procedures.

There are over **250 DENTAL PROCEDURES** that can be performed by a dentist today. All insurance plans have LIMITS AND CAPS on how much they will cover in a policy year. The beauty of **Ameriplan® - is that there are NO LIMITS** so no matter how much dental work you need done in a year, we will save you money on all of it – with the exception of braces already in progress.

We also give you a 30-day money-back Satisfaction Guarantee!!! If you're not happy -- your membership fee is refunded to you.

You also get a FREE Vision Care Plan. This will save you up to 60% on a vision. You can use it at Lens Crafters, Pearle Vision, Sears, JC Penny just to name a few. You'll never pay full price for eye exams, laser surgery, daily eye wear, contact lenses and even designer eye wear glasses like Ray-Bans, Serengeti, etc.

You also get a FREE Prescription Drug Plan. You can use this at all your local pharmacists like Walgreen's, Eckerd's, Publix, K-Mart, Wal-Mart, etc. You'll save up to 25% on most brand names and up to 50% on most generic prescription drugs and even greater discounts through our mail order program.

On top of all of that you also get a FREE Chiropractic plan. You'll receive a free initial consultation, 50% savings on diagnostic and required x-rays and 30% on all other treatments.

{firstname}, you're getting the dental, vision, prescription and chiropractic plan -- all 4 benefits for one low monthly price. To get you started it only costs your first month fee of \$19.95 plus a one-time setup fee of \$20. That makes it **\$39.95** today and **\$19.95** per month after that.

I can get you started right away, all I need is your legal first name: _____

>>>> LET THEM TELL YOU >>>> BE QUIET >>>>>>

- | |
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| <ol style="list-style-type: none">1. If they are NOT READY - just invite them to visit your web site, and click all the links. Then set your next appointment (day and time).2. If they tell you their name, simple say "GREAT" (and continue) |
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Spell your last name please: _____

Street Address: _____

City, State, Zip: _____

Home phone: _____

I need the First and Last Names and the date of birth for everyone living at your house:

_____/_____/_____

_____/_____/_____

_____/_____/_____

_____/_____/_____

Do you prefer to use Visa, Mastercard, American Express, or Discover? _____

....(if none, as for checking or savings account # and bank routing number)

What is the Credit Card number? _____

Expiration date? _____

Name on the card? _____

Is your credit card billed to the same address as you gave me ? ____

You'll receive your membership package within 14 days. In the event you do not receive your package within this time frame please contact me at _____(your phone #).

In your membership package we will include a directory of all the providers in your area that accept Ameriplan®. You'll also receive a membership card with your name and account number. This is your identification card to present to our provider at the time of service.

When your card arrives in the mail, please notice that each of the four benefits are known by a unique name. You need to reference that name when you use that benefit. In other words, "**Ameriplan®**" is the name of our Dental plan, "**Coast to Coast**" is the name of our Vision plan, "**Medco**" is the name of our Prescription plan, and "**CPA**" is the name of our Chiropractic plan. Don't worry about those 4 names now, they will be pre-printed on the front of your CARD.

Would you happen to know of ANYONE else - at your work - or among the people you know, that may need a great dental plan also? _____

Thank you for choosing **Ameriplan®**.

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Note: Before you call your prospect, you may want to enter their ZIP CODE in the Ameriplan® Provider Locator to confirm which FEE SCHEDULE (Red, Teal, or Lime) that applies to your prospect.

FAQS:

1. How much will I save at the dentist?

You will save in the three areas: You typically save 70% - 80% on PREVENTATIVE care. These are things like an Oral Exam, Teeth Cleaning, X-rays, or Flouride. You typically save 50% - 70% on RESTORATIVE care. These are things like fillings, root canals, bridges, crowns, sedatives, etc. Then, should you ever need to see a specialist, you will save 25%.

2. Is my dentist already a provider?

I will be happy to check on that for you. If your dentist likes you half as much as you like your dentist, they will be happy to be a provider with us. What is your zipcode and your dentist's name. I'll check on that for you and call you back. By the way most people say that if their dentist is not on our list, they would be willing to see an approved dentist on our list and keep the savings for themselves. Does that make sense to you too? ____ We can also REFER your dentist to our company and one of our professionals will contact your dentist and explain the benefits your dentist will receive by being a provider with us.

Procedure	Red area Normal Fee	Ameriplan®	Teal area Normal Fee	Ameriplan®	Lime area Normal Fee	Ameriplan®
Initial Oral Exam	90	25	100	32	76	38
Periodic Oral Exam	60	12	60	12	40	8
X-Rays Complete	115	35	122	50	101	70
Teeth Cleaning (Regular)	95	25	95	42	73	40
Amalgam Filling (Silver)	120	35	130	60	*	20% Off
Composite Filling (White)	150	50	150	72	*	20% Off
Root Canal (Anterior)	635	300	690	325	*	20% Off
Root Canal (Bicuspid)	745	350	800	375	*	20% Off
Porcelain Crown	975	475	1050	515	*	20% Off
Braces (Children)	4500	2000	5000	2100	*	20% Off
		*Lime Fee 20% Off Dentist Usual Customary Fee				