

Price Shopper Framework

Greeting Obtain Name	Redefine	Acknowledge
Redirect	Test for Acceptance	Book Appointment

<p>Greeting Obtain Name</p> <p>Thanks again for calling. My name is Jesse and yours is ... ?</p>	<p>Redefine</p> <p>It's hard to give you an exact answer because the price varies with the complexity of the treatment and the material used.</p> <p>However, using past patients as a guide, I can say the fee would be between \$1200 and \$1800 depending on your circumstances.</p>	<p>Acknowledge</p> <p>How does that compare to the prices you have already?</p>
<p>Redirect</p> <p>Well Bob, what we do for all our other patients and what I'd suggest we do for you is to schedule a consultation with Dr. Green. He'll have a look at the tooth and go over all the treatment options with you, including their pros and cons and then give you an exact fee rather than a ball park estimate.</p>	<p>Test for Acceptance</p> <p>How does that sound to you?</p>	<p>Book Appointment</p> <p>Use cascading series of alternate choices</p>