



**TIP SHEET**

## Flexible Financing + Proactive Communication



*More than 50% of pet owners would use a credit card dedicated to financing care for their pet.<sup>1</sup>*

Talking about money doesn't always come naturally. Rest assured, pet owners want to know their options. When you mention the CareCredit health and pet care credit card, you're helping them make an informed decision about their pet's care. You may be surprised at how appreciative they are to learn about financing options. These useful tips will help you have comfortable and supportive conversations about cost with clients.



### **Financial options are for everyone:**

*Clients welcome information about the solutions you provide to help them manage the cost, including flexible financing with CareCredit. Be sure to communicate what your practice provides with everyone rather than waiting for them to ask—they might not feel comfortable or even know to ask.*



### **Start early:**

*Make sure you communicate the financial options such as CareCredit or pet insurance to every client so they know there are friendly ways to manage the cost of their pet's care. Many clients may feel uncomfortable asking or may be waiting for you to tell them. Pet owners will appreciate it.*



### **Explain all the options:**

*When it comes to cost management and finances, every client is different so provide them with a variety of choices for payment including flexible financing with CareCredit. Make sure clients know CareCredit helps give them a simple, budget-friendly way to pay in convenient monthly payments.*

**Questions? Call 800-859-9975 (option 1, then 6) • Visit [carecredit.com/providercenter](https://carecredit.com/providercenter)**



## How It Helps Clients Be Prepared

Clients can use CareCredit at 25,000+ enrolled veterinary hospital locations, including urgent care, general practice, specialty and ER hospitals. The card provides them with a dedicated payment solution that helps them be financially prepared for a Lifetime of Care for their pets.



### Make it easy (in no time):

Let clients know they can simply scan a QR code to learn about financing, see if they prequalify (with no impact to their credit score), apply for CareCredit, and get an instant credit decision. All on their smart device anytime, from anywhere. If approved, they can use their card again and again without reapplying. And, since the cost of veterinary care can vary widely, CareCredit offers special financing options from 6 months to 60 months.



### Ready for lifetime care:

Clients might be feeling the stress about how to pay and may appreciate knowing CareCredit can be used for everything from wellness exams and unexpected illness or surgery to prescriptions, parasite control and diagnostics. Tools like our online payment calculator can also help them estimate their monthly payments to see their financial commitment up front.



### Answer any questions:

When you are comfortable and open about friendly ways to pay for their pet's care, it builds trust. So if you ever have questions or need answers, we're always ready to help with advice and ongoing support when you need it.

**Just visit [carecredit.com/providercenter](https://carecredit.com/providercenter) or call our Strategic Account Specialists at 800-859-9975 (option 1, then 6).**

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