

HENRY SCHEIN PRACTICE SERVICES

# Exclusive Discount Program Lets Your Practice Thrive

A dental membership program offers practices over \$6,000 in average savings, with discounts, rebates on equipment, and merchandise, along with a daily analytics report and annual practice analysis

Every dentist knows there's much more to dentistry than treating teeth. Between payroll, billing, scheduling, staffing, and equipment purchases (and failures), treating patients while running a practice can seem a bit overwhelming. Successful practices not only learn to leap over these daily hurdles, but they thrive as well. And that's exactly what Henry Schein had in mind when it designed the Thrive Signature Membership Program.

**Discounts & Daily Analytics**

Practices who join the Thrive Signature Membership Program get the benefits of exclusive savings on everything from business management services, equipment, shipping, and service discounts to special merchandise offers—and more.

"Thrive Signature launched in early 2019," explained Navin Gupta, Vice President, at Henry Schein Dental. "We have over 2,000 practices signed up and are adding more every day."

**It's All in the Numbers**

While successful patient outcomes is goal number one for every practice, maintaining and increasing a positive ROI is never far behind, especially in an industry that gets more economically challenging by the day. To clarify the financials of running a successful practice, Thrive Signature members receive a daily analytics report. Additionally, the Henry Schein Practice Analysis provides an annual breakdown of practice growth that includes usual, customary, and reasonable charges.

"ROI is very important to our members," Gupta explained. "Thrive Signature members also receive a quarterly benefits statement that summarizes yearly and overall savings in an easy-to-follow document that can help them visualize the value their membership brings to their practice," he continued.

For as low as \$699/year\* members can earn a 2% rebate on up to \$50,000 spent on large equipment. Additionally, members who grow their merchandise across the vast Henry Schein Dental portfolio by at least 10% during the first year will receive a 2% annual rebate on all merchandise growth.



"We know that 9 out of 10 practices love the Thrive Signature Membership Program so much that they renew every year."

—Navin Gupta, Vice President, Henry Schein Dental

**5 REASONS TO THRIVE**

- 1 For as low as \$699/year members can earn a 2% rebate on up to \$50,000 spent on large equipment
- 2 Daily analytics report; annual Henry Schein Practice Analysis
- 3 2% incremental merchandise growth rebate
- 4 Shipping included on orders over \$249\*
- 5 36% service discount; 18-month extended warranty; preventive maintenance visit (labor only)

"Members enjoy an average savings of over \$6,000, access to exclusive promotions, and a dedicated Concierge team that ensures a premier-level experience," Gupta added.

**Large Equipment Benefits**

Additionally, the plan includes free shipping on orders over \$249,\* as well as a 36% service labor discount for practice equipment and an 18-month extended labor warranty. The plan also includes one complimentary, labor-only, preventive maintenance visit per year.

All benefits are continually enhanced with exclusive offers, discounts, and member-only pricing based on customer feedback. A dedicated Thrive Signature Concierge team is available to support Thrive Signature members.

"We know that 9 out of 10 practices love the Thrive Signature Membership Program so much that they renew every year," Gupta shared. "Regardless of the practice size, members have access to similar benefits that large and multi-site practices normally receive, for just one low yearly fee."

\*Pricing available to select Thrive Rewards Tier levels. Additional terms and conditions may apply.