

## CHILDREN'S OUTGROWTH PROGRAM

**PROGRAM GOAL** - To make children's and adolescent's growth related replacement orthoses more affordable and to encourage loyalty to our customer's practice.

### PROGRAM DETAILS

#### Age Restriction

- Patients under the age of 16

#### Discounts

- Initial pair - 100% of list price (0% discount)
- 1st Replacement Pair - 33% of list price (66% discount)
- 2nd or Subsequent Replacement Pairs - 66% of list price (33% discount)

#### Program Registration Forms

- Completed by the lab service customer, signed by the parent or guardian and attached to the corresponding work order.

#### The Fine Print

- 18 months maximum between orthotic orders.
- All Paris Orthotics' products qualify for this program.
- Program discounts must be passed on to your patients.
- A signed and completed Program Registration Form must accompany each orthotic order.
- 1st, 2nd or subsequent order discounts cannot be combined with volume or any other discounts.
- No discounts are offered on repairs or modifications to Outgrowth Program orthotics.

When pricing growth related replacement orthoses for your patients, we encourage you to consider supplementing our Outgrowth Program discounts. (\$60 - \$70 on the first replacement pair and \$30 - \$40 on second and subsequent pairs) Creating and affordable Children's orthotic program can be a very effective practice-building tool.



# Orthotics

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