

A photograph of three men in a meeting. One man is using a laptop, another is holding a pen over a notepad, and they are all smiling and looking at each other. There are coffee cups on the table.

NOW IS THE TIME TO WORK TOGETHER

Do you know someone who would benefit from joining Smile Source?

There has never been a more important time for Private Practice Dentists to stand together. The Smile Source community is a valuable resource for independent dentists across the country.

Through this crisis and during recovery our network will prove vital to success. We want to help as many private practice dentists as possible and that starts with you.

Share our community with your colleagues, we would love to see how we can help them grow and thrive in this changing landscape.

Smile Source Provides:

A stable and reliable **community** to lean on during this difficult time.

Resources and **expert advice** to guide business owners through the changing economy

Savings as they find new ways to reduce overhead expenses.

Smile Source[®]

Submit your referral at
referafriend.smilesource.com

Grow Our Community by Referring Your Dental Colleagues

PROGRAM SPECIFICS

- Members receive \$1,000 royalty credit for every referral that joins.
- All Smile Source Members are eligible, excluding Smile Source administrators referring candidates in their area.
- Referrals can be based anywhere in the United States.
- No limit on number of referrals allowed per member.
- Referring members must assist with an introductory phone call with the candidate for Smile Source.
- Prospective member must be the owner of a full-time, full-service dental practice.
- Eligibility will be determined by the administrators and the business development team in the territory where the new member will be located.
- Prospective member must not be a potential member that is actively engaged in dialogue with a member of the business development team.
- No duplicate referrals. The check will be submitted to the member who first refers a prospective member. Determination will be made by the business development team.
- New member must join Smile Source® within 90 days of registering the referral online at referafriend.smilesource.com.

**IF YOU
WANT TO
GO FAST,
GO ALONE.
IF YOU
WANT TO
GO FAR, GO
TOGETHER.**

FREQUENTLY ASKED QUESTIONS

Q: Does an associate, non-owner dentist get anything for a referral?

A: No, a non-owner dentist does not get any direct benefit, but the practice he/she is in can.

Q: Are there other criteria to meet for a qualified referral, or can a member send in a list of all their colleagues?

A: Members must complete and submit all required information (name, phone number, email address, etc.) on the Refer-a-Friend form online at referafriend.smilesource.com.

Q: Can this be used by an existing member who opens another office with a new owner?

A: No, this cannot be used by an existing member who opens another office with a new dentist owner.

Q: What if referring dentist has multiple practices, as it seems the Referral Fee Eligibility applies to one practice?

A: Referring dentist's practice will receive \$1,000. Referral Fee Eligibility will apply to only one location.

Q: Can a referral be submitted in writing?

A: All referrals must be registered online at referafriend.smilesource.com.

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