

# **Patterson Territory Rep FAQs**

## **When You Sell DoctorsInternet, What are you selling to your customers?**

Increasing new patient flow, getting existing patients to come in more often and increasing an practice's revenue and efficiency. The doctor is investing in themselves.

## **Why Doctorsinternet?**

2000 dental offices, cutting edge technology, run by dentists for dentists, concierge level customer service, a Patterson Dental Partner. We can work with a doctor's existing website or we can design a new optimized site at no charge.

## **Why is working with Doctorsinternet good for a Patterson Rep?**

You get to act as a consultant with your clients, adding value and helping them grow. Doctorsinternet will do all the work and lump sum signing bonuses average \$460.

## **How do I get Started?**

All we want are warm leads, try to interest your clients in scheduling online demos using the online territory rep portal. You can also contact us to create an online report card for some of your clients or with any other questions

## **What should I do if I want more info about DoctorsInternet or if I want to discuss a specific doctor with DoctorsInternet?**

Just contact Anthony Vurro at [Anthony.Vurro@doctorsinternet.com](mailto:Anthony.Vurro@doctorsinternet.com) or on his direct line at 914-236-5561. Please see the contact point list in the manual for other points of contact or call our main line at 800-416-5235.

## **What Marketing Material is available for Customers and territory reps?**

There is a good deal of marketing material on the SEISMIC portal including:

**For Territory Reps:**

- Manual including pricelists, bonus schedule & contact points
- PowerPoint Presentation

**For Doctors:**

- You can email a doctor an online flyer
- You can email a doctor a link to our dedicated Patterson Dental illustration page on our website which contains a website portfolio, success stories a demo scheduler and much more