

Hearing care provider getting started guide

Here are suggested tips to introduce patients to the **Oticon Better Hearing Challenge** and Oticon More 1



Conversation points to cover with your patients:

- Now is a great time to improve your hearing with a pair of Oticon More 1 hearing aids during the Oticon Better Hearing Challenge.
- Experience for yourself the speech understanding benefits from a hearing aid that works more like your brain because it learned through experience.
- Oticon is offering a \$200/pair manufacturer's rebate for a limited time when you decide to put your competitive hearing aid technology to the test and purchase Oticon More 1.
- Suggest your standard trial period to the patient: Take Oticon More 1 for a test drive and hear for yourself why 8 out of 10 people prefer the sound quality of Oticon More over two leading competitors.*
- Oticon More™ provides up to 20% more speech information™ than the competition.**
- It is easy to connect to your favorite devices using Bluetooth® wireless technology. Oticon More 1 is compatible with many wireless devices like your cell phone, computer and TV.

Provider notes to ensure a positive patient experience:

- Leverage your own trial program to allow the patient to experience Oticon More 1 in their real world settings (following local laws in your area).
- We recommend the Oticon Rebate form to be submitted by you, the provider, with the patient in your office following the purchase of More 1 devices.
- Communicate the rebate eligibility to patients to ensure they qualify for a rebate. Patients must be wearing competitor hearing aids, which excludes Oticon, Sonic and Philips brands, and may not use managed care to purchase. See below for a full list of exclusions.
- Qualified purchases for the rebate must take place between December 1, 2022 and January 31, 2023, and the rebate form must be completed and submitted by February 28, 2023.
- Again, offer to help the patient fill out the rebate form online in your office to ensure they get their rebate. Serial numbers must be filled in for both left and right devices to receive the \$200/pair rebate. The form also requires a photo of **both** the old and new set of hearing devices. If only one device is purchased, the rebate is \$100.
- Patients should expect to receive their rebate check within 60 days of submitting the form online (following purchase).
- Other members in the patient's home **ARE** eligible for their own rebate should they wish to purchase their own Oticon More 1 hearing devices.
- This offer is different from the Oticon Risk Free Trial offer, which cannot be combined with this manufacturer's rebate offer from purchase of Oticon More 1 hearing aids.

*Man BKL, Garnæs MF, Løve S. Oticon More competitive benchmark Part 2—Clinical Evidence. 2021

**Santurette, et.al., 2020 Oticon More clinical evidence. Oticon Whitepaper

This offer is not eligible for purchases part of (i) any federal or state subsidized programs, including, but not limited to, Medicare, Medicaid and the VA, or receiving benefits/services from (ii) Voc Rehab, Nations Benefits/Nations Hearing, EPIC/United Hearing, TruHearing Choice, Hearing Care Solutions, HearUSA, AudioNet, Great Lakes Provider Network, AZ Hear Care Network, Amplifon Hearing Health Care, Simpli Hearing, VA Community Care/VA Choice, United Hearing - AARP, Non-profit pricing, HearingLife, Kaiser Permanente or private label products. This offer is only eligible to participants who have previously worn a hearing aid that was not one of the following brands: Oticon, Sonic or Phillips. Rebates are not valid on returned hearing aids and apply only to the purchase of Oticon More 1 hearing aids. See a complete list of [oticon.com/challenge-terms-and-conditions](https://www.oticon.com/challenge-terms-and-conditions).

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