

## EXPLANATION OF OUR FEES & SLIDING SCALE

**Community Acupuncture of St. Louis** offers high quality acupuncture at affordable rates. We do this by allowing clients to pay along a sliding scale. A sliding scale, for those of you unfamiliar with one, is a range of payment options that allows you to adjust *what* you pay according to your *ability* to pay. We offer a sliding scale not to be charitable (although we have nothing against charity). A sliding scale is provided for two reasons: It's good for you and it's good for us.

### Why the Sliding Scale is Good for You

- The sliding scale makes acupuncture affordable and accessible.
- The sliding scale *separates the issues of money and treatments*. Research has shown that acupuncture is most effective when it is done frequently and regularly.
- Your health *will* benefit with more visits. The sliding scale enables you to come for as long and as often as you need to regain health and/or manage your condition.

### Why the Sliding Scale is Good for Us

- The sliding scale opens our services up to a much greater percentage of the population. When more people can afford acupuncture, more people are more likely to get acupuncture.
- The sliding scale allows us to treat many more people, which benefits us financially as well as clinically – we gain more expertise as we treat more people.
- Also, as people get better because they can afford a full course of treatment, they are more likely to recommend us to their friends and family – everybody wins.

### Fees

Our fees for all treatments range from \$20 - \$35, based on the patient's own ability to pay. You decide how much you can pay.

Some patients resist the sliding scale because it feels like they are asking for a handout. Please understand that the sliding scale is not charity, just good economics. It maximizes the number of people we can treat across a whole spectrum of the population.

If you are still reluctant to use the sliding scale, but are worried about affording continued treatment, please *set aside any resistance* and pay within your capacity. This helps everyone.