



HEAR IT ALL AGAIN PART III

ANSWER 3: HEARING AID STYLES & COSTS

YOU HAVE CHOICES!

Your audiologist will help you find the best options to meet your needs and budget. There is a wide range in capabilities, visibility, and the prices range from \$1000 to \$4000 per hearing aid or \$2000 to \$8000 for a pair. A pair is recommended when there's loss in both ears. Your brain likes to hear from two sources!

TYPES OF HEARING AIDS

Hearing Aid styles range from standard **Behind The Ear** to **Invisible In Canal** inside the ear with variations in between.



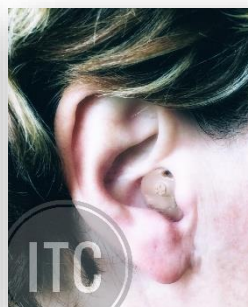
Behind the Ear
BTE



Receiver In Canal
RIC (MICRO BTE)



In The Canal
ITC



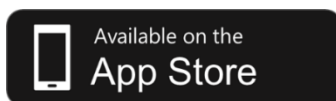
Complete In Canal
CIC



Invisible In Canal
IIC



A few hearing aids can even be managed through apps. Some let your audiologist remotely adjust your hearing aid for you!





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WHAT YOU'LL BE PAYING FOR

#1 PURCHASE PRICE – HEARING AID CAPABILITIES & PROFESSIONAL SERVICES



Your price is the cost of the hearing aids plus professional services (just like going to the dentist).

All hearing aids help you hear better in quiet situations. The more sophisticated hearing aids are designed to help you hear better in noisy situations and are more expensive.

#2 VOLUME RANGE AND REPLACEMENT RISK



The smaller hearing aids like the *Invisible In Canal* (IIC styles) have a smaller volume range. If your hearing gets worse, you may run out of reserve volume which means buying a new, more powerful hearing aid.

#3 REPAIR RATE



Once a hearing aid is out of warranty, those with high repair rates become more expensive to maintain. *Behind The Ear* (BTE) styles have the lowest repair rate.

Inside the Canal styles have the highest repair rates because they're exposed to the *heat, moisture and wax* inside your ear.

#4 WARRANTIES AND POST WARRANTY REPAIR COSTS



Warranty Period

Manufacturers repair or replace the hearing aid during the warranty period. Warranties range from 1 to 3 years.

Post Warranty

You pay for services and manufacturer post warranty repairs.

After 5 to 7 Years

Manufacturers stop repairing aids between 5 and 7 years.



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SORTING YOUR OPTIONS

Your hearing health care professional will advise you on which hearing aids can best meet your lifestyle, hearing needs and priorities. You can then talk about the other considerations like those in the table below.

	Behind The Ear "BTE"	Receiver In Canal "RIC" (Micro BTE)	Invisible In Canal "IIC"
Typically lasts the longest	✓✓✓		
Lowest Repair Rate	✓✓✓	✓✓	High repair rate
Most Volume (Most adjustment potential)	✓✓✓	✓✓	Least Volume
Least Visible	Better than they used to be!	✓✓	✓✓✓
Ask about this style when your priorities are...	Lowest price & longest life	Hard to see & longest life	Hard to see
Look for these purchase options if you want to reduce the upfront price, spread costs over time	Unbundled <i>Fee For Service</i> plans*	Unbundled <i>Fee For Service</i> plans	Monthly Financing or Bundled Purchase

*Purchase Plans

Unbundled Purchasing – Fee For Service

Clients purchase a hearing aid then pay for Professional Services as needed (like going to a Dentist). The unbundled, *Fee For Service* model reduces upfront costs. It may also lower total cost of ownership for hearing aid styles with low repair rates.

Bundled Purchase (Traditional Purchase Model)

The one-time purchase of the Hearing Aids includes the cost for professional services during the manufactures warranty period. Recommended for high-repair rate styles.

KNOW YOUR COSTS

Use the **Budget Planner** below when talking to your hearing professional to help ensure you capture everything you may need to pay for.



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This answers Question 3 in our series "*Hear It All Again*" from hearing expert...

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[To learn more about Lori – click here](#)

[CLICK HERE TO SEE THE ENTIRE SERIES "HEAR IT ALL AGAIN!"](#) YOU WILL FIND ANSWERS TO...

- Question I** Is it time for a hearing test?
Includes printable *Hearing Self-Test*

- Question II** How do I find a good Hearing Professional?
Includes printable "*What to look for*" Checklist

- Question III** What are the different hearing aid styles and cost? What do they look like? (This Post)
Includes printable *Budget Planner*

- Question IV** What other options do I have (besides hearing aids) and what do they cost?