

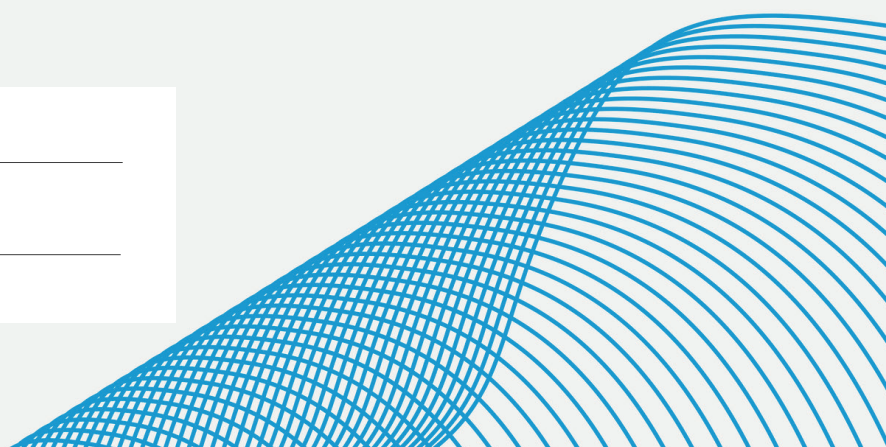
**align** education

# Mastering Invisalign® Go

Successfully implement the Invisalign Go system into your practice.

Practice: \_\_\_\_\_

Your role: \_\_\_\_\_





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# Case assessment tool

## Three easy ways to run a case assessment

Invisalign® Photo Uploader app (IPU)



iTero Element® scanner



Invisalign Doctor Site (IDS)



### Benefits of the Invisalign case assessment tool:

- Helps simplify patient and product selection
- Quickly determine if chief concerns can be addressed with the Invisalign Go treatment
- Access the Case Assessment tool in multiple ways

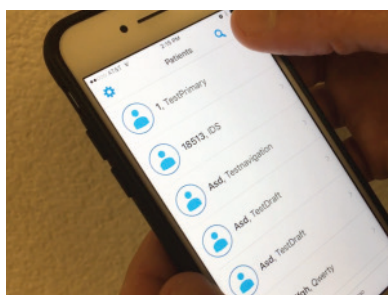
# Case assessment tool

## Invisalign® Photo Uploader app

### Materials needed:

- iPhone, iPad, and iPod Touch with iOS 11.0 or later.
- Samsung Galaxy S5(Android 5.0), S7(Android 6.0.1), S8(Android 7.0), and S9+(Android 8.0.0)

### Step 1. Create a patient



Open the Mobile Photo Uploader app, create a new patient and add patient info.

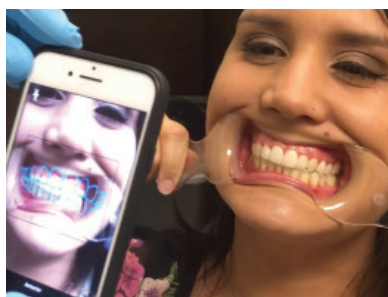
### Step 2. Take initial extra-oral photos



For extra-oral photos, position the patient in front of a non-distracting background, with some distance to prevent background shadows.

Stand directly in front of the patient and align with the photo guide on the template.

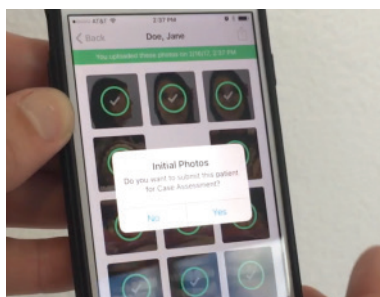
### Step 3. Take initial intra-oral photos



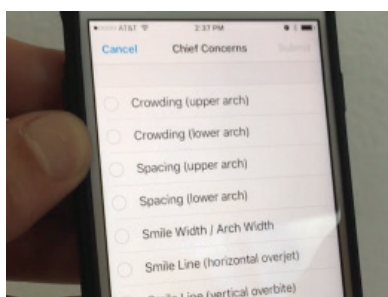
Provide the patient with cheek retractors and show how to use them.

Align the photo template grid with the patient's teeth to take all intra-oral photos required.

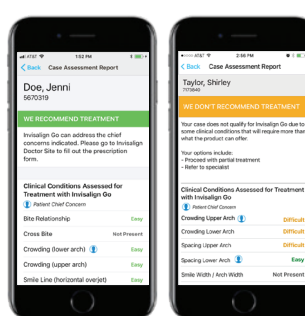
### Step 4. Request a case assessment



### Step 5. Select the chief concerns



### Step 6. Receive case assessment results



Your case assessment result will be delivered via notification to your device.

If the result is: **Recommend Treatment**, the doctor can take action in IDS and create the treatment plan.

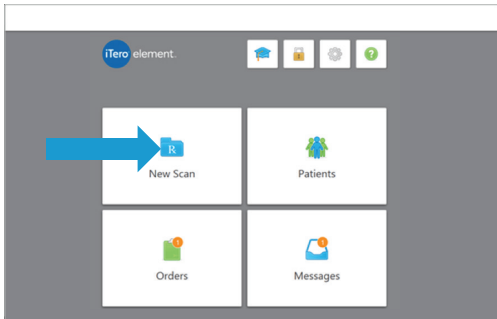
If the result is: **Don't Recommend Treatment**, the doctor has two options listed, 1) Proceed with partial treatment and switch to comprehensive, or 2) Refer to a specialist

# Case assessment tool

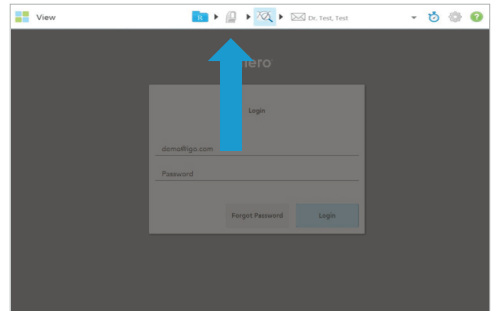
## iTero Element® scanner

You can also start an Invisalign® Go case assessment using the iTero® Element 2 and iTero Element Flex® scanners.

### Step 1. New scan

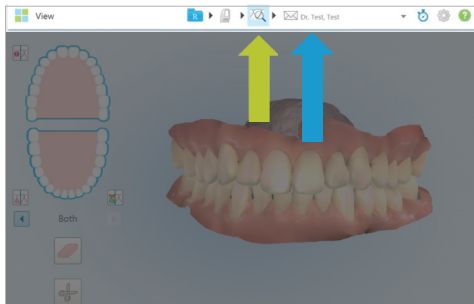


- Select “New Scan”
- Fill out required information

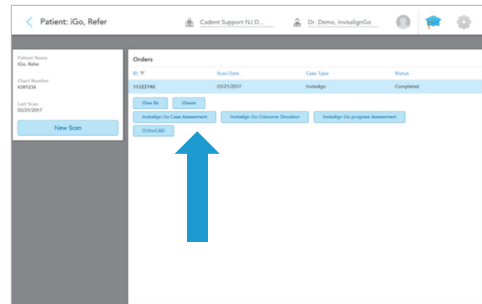


- Select the scan sleeve button to begin scanning

### Step 2. Submit case

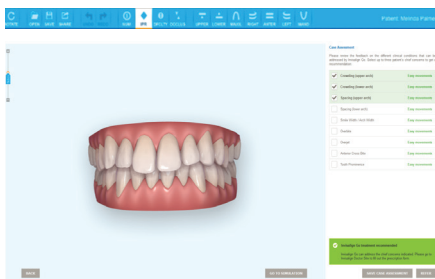


- Select the magnifying glass icon to process the digital image
- Then select the envelope icon to send the scan to your “My iTero” to be viewed or submitted



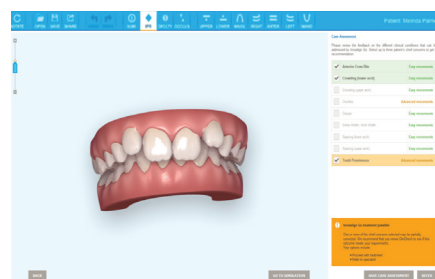
- Select “Invisalign Go Case Assessment”

### Step 3. Evaluate case assessment results



“Invisalign Go treatment recommended”

- Proceed with Invisalign Go treatment



“Invisalign Go treatment possible”

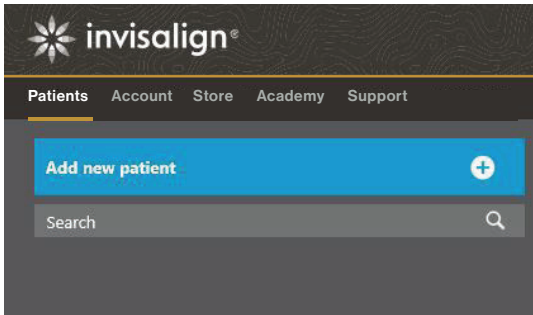
- Continue with partial Invisalign Go treatment
- Switch to Comprehensive
- Refer to a specialist

# Case assessment tool

## Invisalign® Doctor Site

You can also access this feature using the Invisalign Doctor site

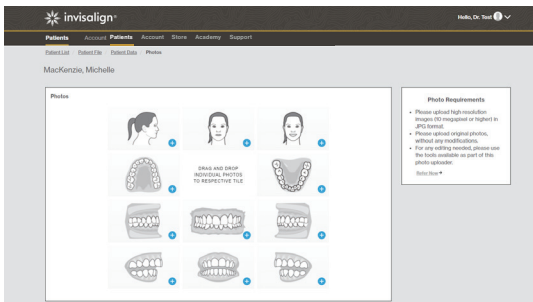
### Step 1. Create patient's profile



- Select "Add new patient"

- Enter patient's data

### Step 2. Submit case

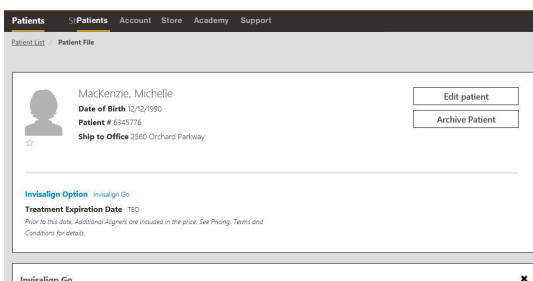


- Upload intra-oral pictures (10 megapixel or higher; JPEG format) in original format. Extra-oral pictures are optional at this point.

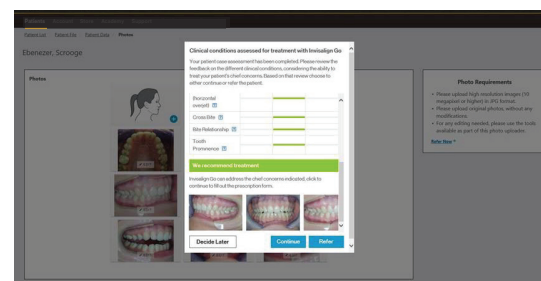


- Identify missing teeth and landmark teeth
- Submit case for assessment

### Step 3. Evaluate case assessment results

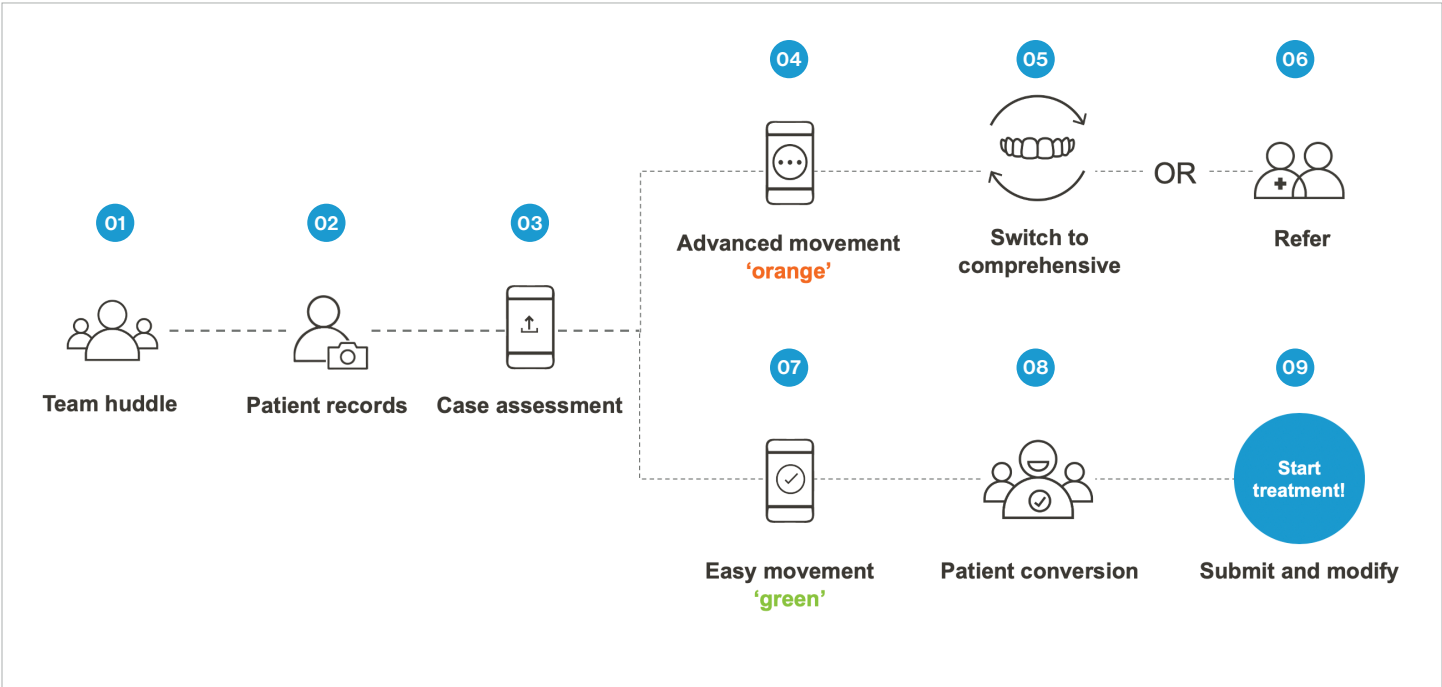


- Review case assessment result on patient's file



- Evaluate case assessment result and proceed with next steps accordingly:
  - Refer to Specialist (see Case Referral)
  - Submit the case (see Submission Process)

# Invisalign® Go office workflow



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# Invisalign Go office workflow

## Worksheet

Take 15 minutes to work with your team to complete the following worksheet.



Activity	Assigned to
01 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____
02 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____
03 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____
04 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____
05 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____
06 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____
07 _____	___ Reception ___ RDA ___ RDH ___ Dentist Other _____

# Successful patient conversion

## Financial conversation exercise

Please fill in the blanks, then create your own talk-tracks using the scenarios provided. Feel free to make these as specific as possible using your actual financing options so you may reference this sheet to help with these conversations in the future.

Name of third-party financing \_\_\_\_\_

Current Invisalign® fee \_\_\_\_\_

“As low as” number \_\_\_\_\_

Scenario	What response could lead to a potential Invisalign patient?
<p>“Yes, but I bet it’s expensive.”</p>	<p>“I understand your concern. I would have the same concern; the good news is we offer flexible options that may fit comfortably with your lifestyle. Did you know the doctor cares so much about your orthodontic treatment that he/she is willing to offer _____ financing (0% low interest, etc.)?”</p> <p>“It’s also important to understand that straightening your teeth may prevent more treatments and expenses in years to come.”</p>
<p>“Yes, but I don’t have any insurance.” or</p> <p>“I would, but my insurance doesn’t cover this.”</p>	<p>“Many dental insurance plans cover Invisalign treatment just as they would other orthodontic treatments and may cover up to \$3,500 of your treatment cost. Even without insurance coverage, we have options that may comfortably fit your lifestyle.”</p>
<p>Fifteen-year-old Trey arrives at his hygiene appointment with his parents. Trey’s father mentions that his son has been asking for braces. You mention a consultation but he immediately declines, claiming he “does not have \$5,000 laying around the house.”</p>	
<p>Thirteen-year-old Katherine is coming in for another cleaning. Her crowded teeth make it difficult for her to floss properly. Her older brother drops her off and says their mother will be picking her up in an hour. During her appointment, Katherine mentions that her friend started Invisalign treatment and “it’s really cool.” She asks you how much it is.</p>	

# Successful patient conversion

## Payment options worksheet example

Take 10 minutes to work with your team to complete the following worksheet.

### Current Invisalign fee

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Concern	Cost
Your orthodontic treatment includes: <ul style="list-style-type: none"> <li>• Comprehensive orthodontic exam</li> <li>• Orthodontic x-rays, records, and impressions</li> <li>• Professional dental photographs</li> <li>• Invisalign clear aligners</li> <li>• Vivera retainers</li> <li>• Additional aligners for fine-tuning</li> </ul>	\$1500
Less ortho insurance coverage	
Your investment	
Monthly payments (24 months, zero down, 0% interest)	
Monthly payments (18 months, zero down, 0% interest)	
Monthly payments (12 months, zero down, 0% interest)	
Cost if paying with cash	

# Treatment submission process

## Prescription form

### Tips & tricks

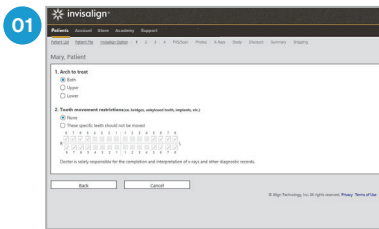
- Retain an original copy of all records; submitted records will not be returned.
- For your own records take alginate impressions to create study models or take an intra-oral scan if desired.

### Invisalign® submission box checklist

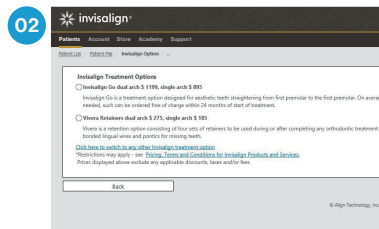
The following records are required for Invisalign treatment submission:

- Upper and lower PVS impressions or intra-oral scan
- Online Prescription Form
- Online photos (extra-oral are optional)

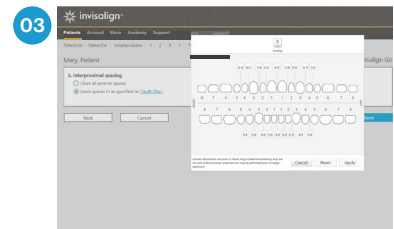
### Procedure – Prescription form



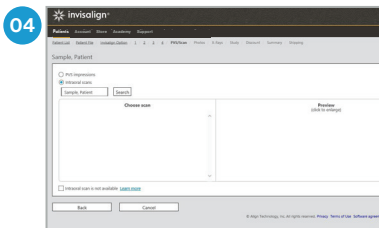
Go to the patient's file and select "Start Prescription".



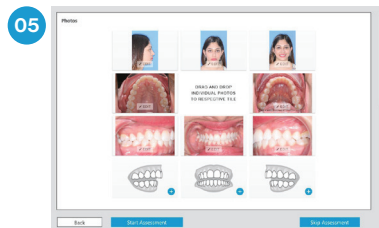
Choose Invisalign Go treatment option.



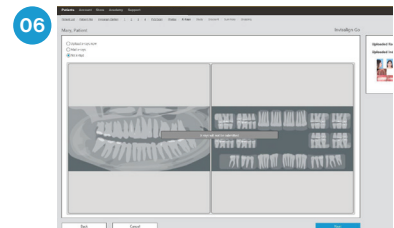
Fill out questions with specific patient treatment plan.



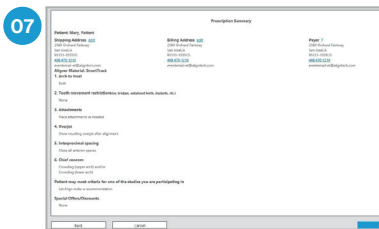
Upload intra-oral scan or indicate that you will send PVS impressions.



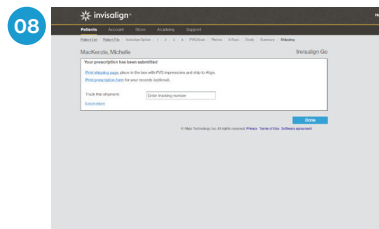
Upload patient photos.



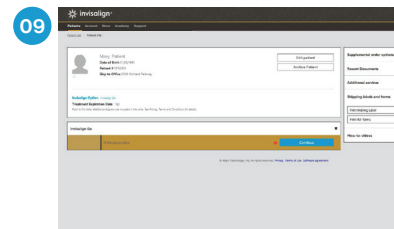
Upload radiographs (optional step).



Check summary of the Prescription Form before submitting it.



Print shipping page with barcode and include in the Invisalign submission box. Optional: Print the Prescription Form summary with barcode and include in the Invisalign submission box.



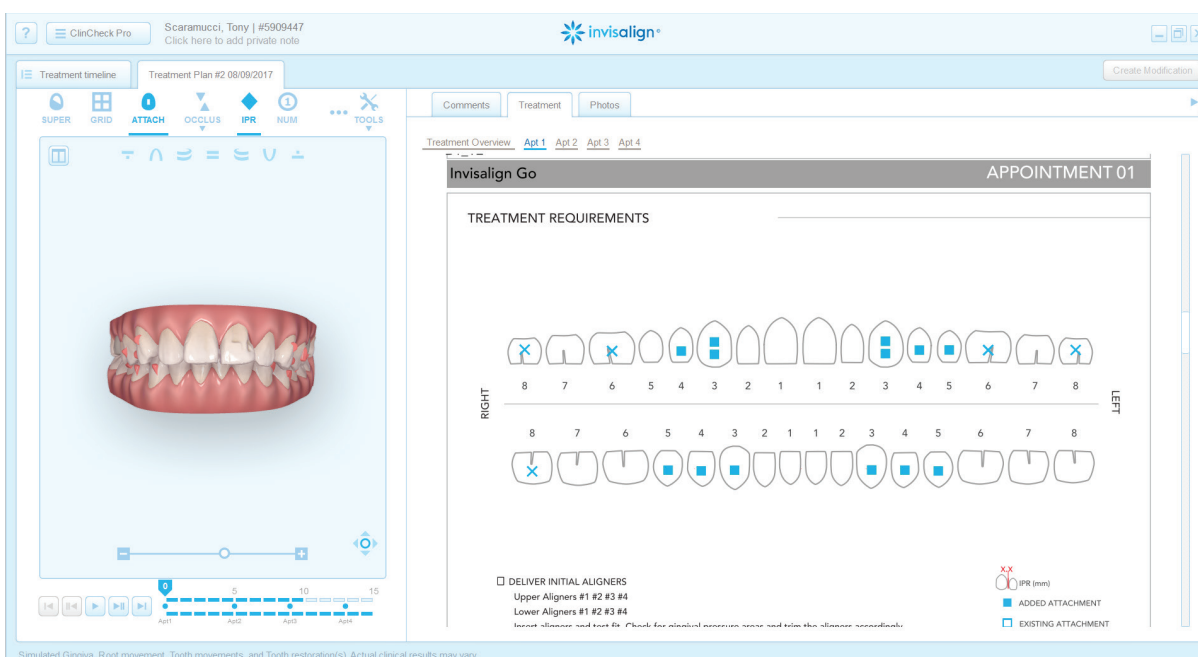
Final submitted Prescription Form available at Patient File Page for reference.

## Doctor section

# Treatment monitoring

## Appointment plan

- Check the Appointment Plan to see what is programmed for each monitoring appointment. In this document you will find treatment requirements and detailed instructions on the actions you need to take on that specific appointment.
- You can download the pdf from the Treatment Overview section in the Latest Documents section on the Patient's file on IDS, or check it in the Treatment tab on the ClinCheck® Treatment Plan.



## Procedure – Prescription form

- Follow the steps indicated for the specific monitoring appointment in the Appointment Plan.
- The basic actions you have to take during monitoring appointments:
  - Check for fit of current aligners
  - Check to ensure all attachments are intact. Replace attachments if needed
  - Check all contacts with unwaxed dental floss to determine if there are tight contacts
  - Proceed with IPR or placing/removing attachments if programmed
  - Deliver next sets of aligners

# Retention

## Vivera® retainers

### Retention

- Retention is the phase of orthodontic treatment that maintains the teeth in their orthodontically corrected positions following the cessation of active orthodontic tooth movement. The paradigm today is that retention is for life.

### Definition

- Vivera retainers are the premium option for removable clear retention.

### How to order Vivera retainers

#### Step 1. Select Vivera retainers to start prescription form

- Via IDS link, you can access the Prescription Form.

#### Step 2. Select the preferred options following the prescription step by step

#### Step 3. Choose records for order

- Retainer orders can be based on the last stage of the ClinCheck Treatment Plan or a new impression/scan
- Align® Technology recommends using new impressions/scan for retainers in order to capture the most current and accurate position of the patient's teeth.


#### Step 4. Retainer customization

- Pontics and fixed wires can be prescribed to customize Vivera® retainers.
- With fixed lingual wires, there are 3 options:
  - Maintain the wire and cover it with the retainer.
  - Maintain the wire and trim the retainer around.
  - Virtually remove the wire.

#### Step 5. Precision bite ramps can also be prescribed

#### Step 6. Confirm the order



 <p>Wartwtw, Wetwet Date of Birth 03/03/2010 Patient # 6341467 Ship to Office 3480 Granada Ave</p> <p><a href="#">Edit patient</a> <a href="#">Archive Patient</a></p> <p><b>Invisalign Option</b> Invisalign Full Treatment Expiration Date 12/12/2022 <small>Prior to this date, Additional Aligners are included in the price. See Pricing, Terms and Conditions for details.</small></p> <p><b>Clinical Conditions</b> Study Power Arm Silent Routing Pilot</p>	<p><b>Supplemental order options</b> ✕</p> <p>Additional Aligners <input type="text"/></p> <p>Replacement <input type="text"/></p> <p>Attachment Template <input type="text"/></p> <p>W <input type="text"/> <a href="#">Place order for Vivera Retainers here.</a></p> <p>Vivera Retainers <input type="text"/></p> <p>Invisalign Retainers <input type="text"/></p> <p>Start New Treatment <input type="text"/></p>
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# Talk tracks

## Top five clues to disclose malocclusion (CLAWS)

Conduct a one-second ortho exam by asking the patient to “close” and inspect the bite. This allows you to see the anterior view and other things easily missed with just an occlusal view. The acronym CLAWS will help remind you what to consider as you look for malocclusion.

- C** Clefting/recession
- L** Lingual inclination
- A** Abfractions
- W** Wearing (night guard candidates)
- S** Shifting (slipped the contact)

### Six words to avoid: Bib-on conversations

Solve instead of sell: Follow these conversational tips with patients to help convey a positive, solution-based partnership that positions Invisalign therapy as an aid toward better oral health. A few simple word choices can directly affect how attentively patients listen, how much they comprehend, and how receptive they are to your recommendations.

Words to avoid	Replace with
Invisalign (as the solution)	“Teeth out of trauma” (solution)
Orthodontics/braces	Clear aligner therapy
Crowded	Shifting or crowding
Straighten	Align
Crooked	Misaligned



**Team section**

# Talk tracks

## ING conversion starters

Please create a list of your ING words you will use with your patients next week

**“This concerns me because...”**

Using active ING verbs when discussing patients’ dental issues helps them understand that change is progressive and facilitates a more positive conversation about treatment options.

**Show and tell**

“Your gums are receding.”

“Your teeth are chipping.”

“The enamel is thinning.”

“Your teeth are shifting.”

“Your teeth are wearing.”

“Your teeth are colliding rather than sliding.”

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# Placing attachments

## Tips & tricks

### Tips & tricks

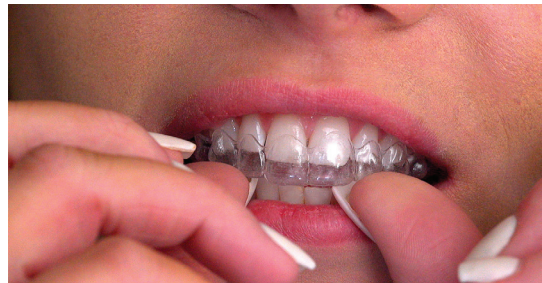
- Bonding to porcelain can be difficult and technique sensitive. If you need to bond an attachment to porcelain, use dental products designed to help condition porcelain so that attachment material may adhere to them.
- For optimal dimensional accuracy, wear resistance and bond strength, Align Technology recommends certain composites and compatible bonding adhesives\*.
- You can refer to the list of recommended materials accessible via the Academy tab on IDS.

### Materials needed

- Attachment template
- Composite material for creating attachments
- Bonding agent
- Attachment materials or similar dental supplies, including:
- Finishing burs to remove any flash
- Composite dispenser

### Step 1. Test fit

Rinse the attachment template in cold water and test fit in the mouth.



### Step 2. Isolate teeth for bonding

Isolate the teeth and prepare each tooth that will receive an attachment according to the material instructions. Be sure teeth are free of contamination and completely dry before bonding the attachment.



### Step 3. Dispense attachment material

Thoroughly dry template and load a small amount of attachment composite into each attachment well of the template until it is slightly overfilled. Ensure the composite material is evenly distributed in the template well, and leveled or slightly above the top of the well.



Note: Check the Appointment Plan in the Treatment Requirements PDF to see if attachments placement is planned for that appointment. You can download the PDF from the Treatment Overview section in Patient's file on IDS, or check it in the Treatment tab on the ClinCheck Treatment Plan.

## Team section

# Placing attachments

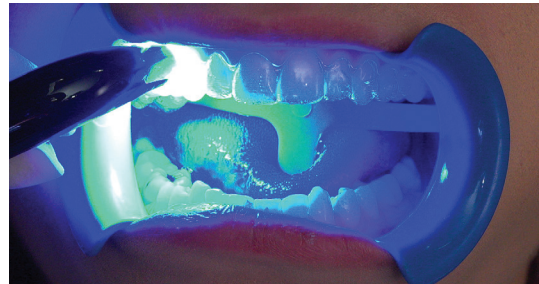
## Step 4. Conform to teeth

Fully seat the loaded template onto the teeth and apply gentle pressure around each attachment to ensure full adaptation. Do not disturb the template when it is in the patient's mouth for attachment placement. This can cause movement resulting in bonding failure.



## Step 5. Cure attachment

Cure each attachment according to composite manufacturer's instructions.



## Step 6. Remove template and flash

Remove the template and any flash from the teeth using a carbide finishing bur. Inspect the attachments for any voids, cracks, or bubbles. Repeat process for opposite arch.



## Step 7. Check aligner fit



Note: Optimized Root Control Attachments are smaller than other attachments, additional care and consideration should be taken when bonding to your patient's teeth. In order to minimize flash between the attachments do not attempt to deposit the composite directly from the unidose capsule into the template. This method does not dispense small amounts well. For better results, try dispensing the composite onto a dental composite spatula instrument, then transfer the composite into the attachment well of the template and remove excess.

Team section

# Invisalign® Go treatment goals

## Weekly targets

How many case assessments \_\_\_\_\_

How many case starts \_\_\_\_\_

### Next week's schedule

- What time is the targeted patient's appointment?
- Who on your team is going to initiate the conversation?
- Who on your team is going to run the case assessment?

**Monday**

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**Tuesday**

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**Wednesday**

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**Thursday**

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**Friday**

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### Next week's schedule

What are you going to do to ensure the team meets their Invisalign Go treatment goals?

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