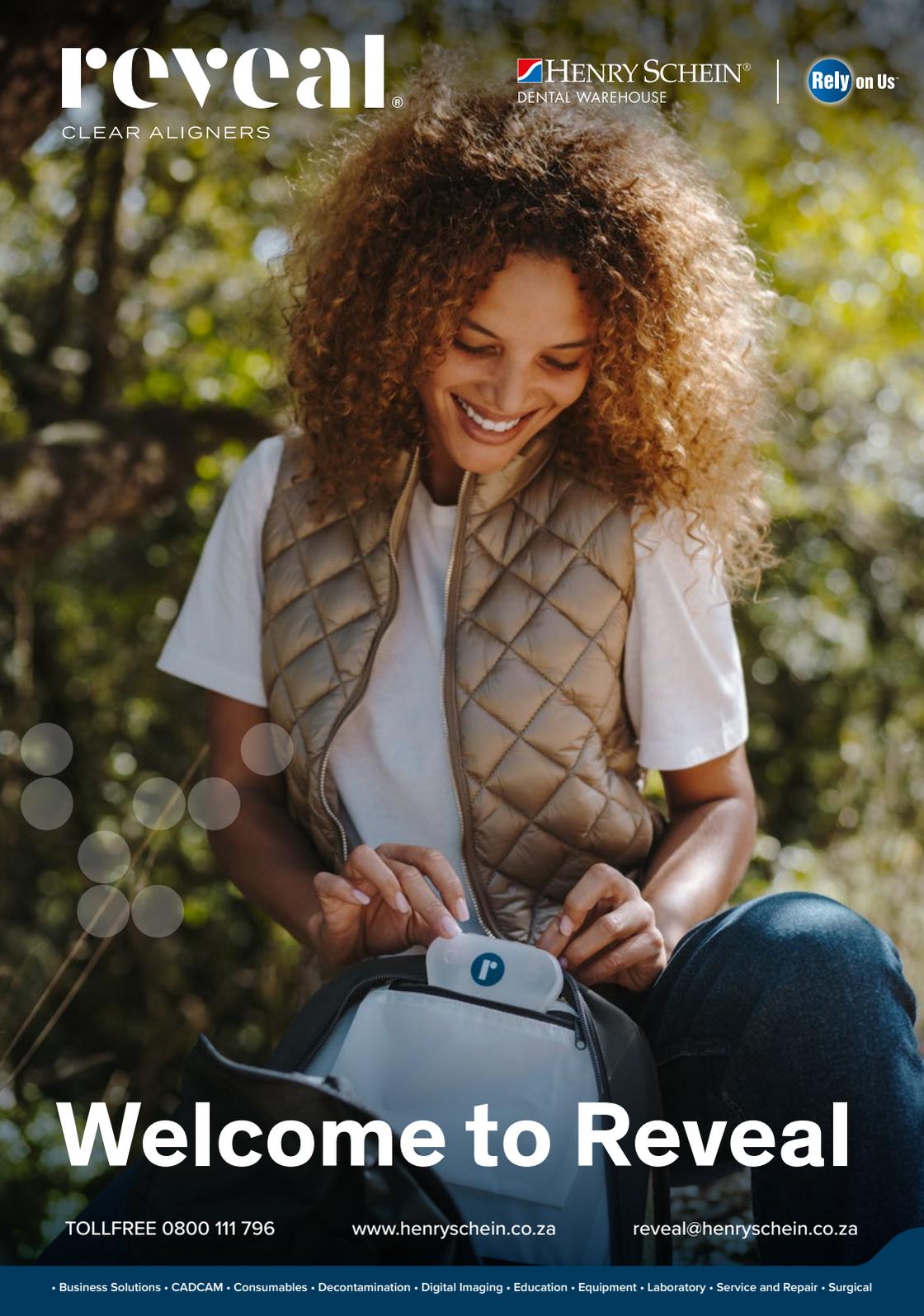


reveal®

CLEAR ALIGNERS

 HENRY SCHEIN®
DENTAL WAREHOUSE

 Rely on Us™



Welcome to Reveal

TOLLFREE 0800 111 796

www.henryschein.co.za

reveal@henryschein.co.za

• Business Solutions • CAD/CAM • Consumables • Decontamination • Digital Imaging • Education • Equipment • Laboratory • Service and Repair • Surgical

CONTENTS.

Step by step overview	04	Marketing aligners	14
How-to guides	06	Running an aligner event	16
What comes next	08	FAQs	18
Our support and resources	10	Roadmap and milestones	20
Reveal Plus	12	Contact us	22



BENEFITS AT A GLANCE



No attachments needed in most cases



Enhanced clarity for a crystal clear aesthetic



Digital and PVS impressions accepted



Supported by dedicated orthodontic technicians

Hello there,

Thank you for joining the **next generation of aligner providers**. We are excited to support you along your journey!

Henry Schein Dental Orthodontics has been a trusted supplier to both orthodontic specialists and general dentists since 2014 and we are now excited to offer **Reveal® Clear Aligners** to you and your patients.

As you are already aware, the Reveal® aligner is manufactured using next-generation technology, which is not only **kinder to the environment**, it is also a great way to **grow private revenue** in your practice.

With over **50,000 cases** treated already, we are confident that our offering is an **excellent opportunity** for your patient's aligner needs.

We look forward to helping you start your Reveal® aligner journey with us and to provide you with full guidance and support when you need it, so that you can deliver a great option to your patients that is **so simple, so clear**.

Kind regards,

The Henry Schein Dental Orthodontics Team



Jen Dix
Reveal Aligner Specialist - South East



Sarah Middleton-Bray
Orthodontic Sales Specialist - South



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Reveal Aligner Specialist - Midlands and South East



Cheryl Russell
Reveal Aligner Specialist - Scotland

Step by step overview

1 Identify a patient

Give our Smile Questionnaire to every patient and they will tell you if they are interested in a teeth-straightening treatment

[Click here to view](#)

2 Take an impression

A high-resolution impression must be taken first, using either PVS material or an intraoral scanner

[Try HS VPS Hydro Putty or Wash - click to view](#)

[We recommend TRIOS 4 click for more info](#)

3 Submit the case on DDX

Dedicated orthodontic technicians will create a treatment plan based on your specifications

[Click here for a guide to submitting your case](#)

[Click here for a guide to creating your DDX account](#)



4 Accept the case or make adjustments

The case will go between you and the technician until you are happy

5 Aligners will be manufactured and delivered to you

You give the patient as many aligners as you choose and set up frequent checkups to keep an eye on their progress

6 A satisfied patient reveals their perfect smile!

Take before and after pictures so you can share how much clear aligners can do - and celebrate another job well done!

[Click to find out more about marketing aligners to patients](#)

How-To Guides

Need help getting started?
Click below to read our How-To Guides



Click here to view



Click here to view



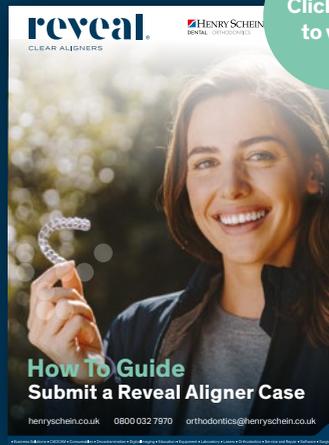
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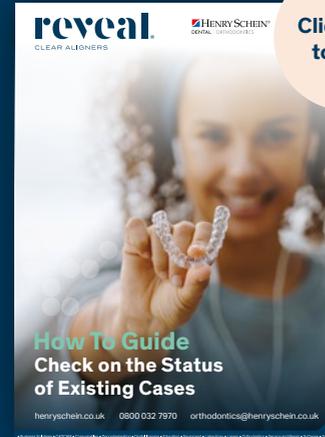
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Click here to view

After submitting a treatment plan, what comes next?

- 1** Your case will be sent to dedicated orthodontic technicians, who will create a treatment plan based on your specifications
- 2** When completed, you will receive an email notification to log into DDX and check the plan
- 3** You either approve or not to modify the treatment plan. This will go back and forth between you and the technician until you accept
- 4** The aligners will be manufactured and sent to you within 10-15 business days
- 5** You decide how many aligners they should leave the practice with, depending on their individual case. Each tray is usually worn for 2 weeks before moving on, however this can vary.
- 6** Remember to take photos of the patient's smile before treatment

Watch the video: Talking to patients about aligners



Handy tip:
Remind your patient that you are available for any questions - this is the advantage of choosing a dentist-led treatment!

Useful resources

FAQs for dentists

Reveal how-to guides

Smile questionnaire

FAQs for patients

Our support

When you sign up

You will receive a welcome call to help you with the initial first steps. One of our specialists will help you sign up on the DDX portal and connect to our Reveal lab. Once signed in to DDX, you will have access to 14 training videos that we recommend you watch as a practice to complete your initial digital training

Two training sessions

Submitting your first cases

Once you have found 2-3 patients to begin treatment, our specialist will walk you through taking an aligner-suitable impression or scan and submitting this through DDX

Aligner event training

In the second, more advanced, training session, you will learn how to plan, market and run an aligner event at the practice - one of the most important elements of clear aligner treatment marketing

Resources

We have everything that you will need to get you up and running.

Visit www.henryschein.co.uk and click on Flyers and Catalogues to see all of our Reveal resources

Ideas for finding your first cases:

Contact patients who have previously declined an orthodontics - they may be more interested in clear aligners over traditional braces

Give all your patients our smile questionnaire so they can tell you that they're interested!

Ask your hygienists to discuss clear aligners with all patients, highlighting the oral health benefits

Contact those who have had previous whitening treatment who may wish to now straighten them



Here to support you

We understand that it can be tricky to speak to patients about new products and treatments. That's why we will be there to support you every step of the way, from your first case until you are a fully-fledged Reveal provider.



Educating patients about aligners

Events pack

Let your patients experience a new smile by running a Reveal Clear Aligners event at your practice. Invite your patients in for a free consultation / digital scan and let them see how you can transform their smile. Our events pack supplies everything you will need to be able to do this.

Visit our website for the full range of promotional materials:

- Posters
- Flyers
- Social media posts
- Videos for the practice
- Much more

Coming soon!

INTEGRATION CHECKLIST

When you become a new Reveal® clear aligners provider, one of our specialists will be able to help you work through an Integration Checklist, to ensure that your practice is set up and ready to go.

Click to view

MILESTONE ROADMAP

We will also supply you with a roadmap to outline the milestones and achievements you will reach as you go on your Reveal® journey.

Click to view

Reveal the confidence in a great smile

Have you always wanted straighter teeth? Don't want the hassle or unsightly appearance of braces? Get the smile you've always desired with clear aligners from Reveal.

Why Reveal Clear Aligners are the right choice

VIRTUALLY INVISIBLE
Exclusive manufacturing process means Reveal Clear Aligners® are not cloudy and don't have visible lines, letting your natural teeth shine through.

SILKY, COMFORTABLE FEEL
Hand-finished for velvety edges, Reveal Aligners smooth aligner trays feel great during treatment.

UNIQUELY CLEAR
ClearWear™ Material is crystal clear and guaranteed* not to discolor or stain.

ACHIEVE YOUR BEST SMILE
Pioneering, innovative technology offers uncommon control for efficient, predictable treatment.

Your happiness starts here

The Reveal Clear Aligner system is truly unique. Your doctor is offering an aligner solution that is truly discreet, comfortable and efficient. Let your brilliant, new smile reveal itself in the most aesthetic way possible.

YOUR SMILE FOR LIFE

You've made the right decision by choosing a trained professional for your treatment. Your clinician will supervise your progress from start to finish, ensuring your new smile is for life.

YOUR CLINICIAN-GUIDED TREATMENT PLAN

- 1 Visit your doctor for a Reveal smile consultation.
- 2 Take records with modern technology like intraoral scanners.
- 3 Your doctor will generate a treatment plan.
- 4 Your aligners are expertly manufactured per your treatment plan.
- 5 Your doctor will supervise your progress to ensure you get a smile you'll love.

WHAT PATIENTS ARE SAYING ABOUT REVEAL

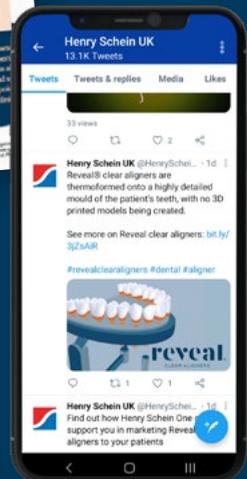
- Chris L.** "They're very comfortable in the mouth and haven't given my cheeks any irritation. They are also discreet, often times people don't know they're in!"
- Emma K.** "I chose Reveal Aligners because I want comfort, aesthetics and most of all, I don't want attachments." "Nobody notices that I am wearing them, they are so clear. They don't affect my speech at all. They are so comfortable that I sometimes forget I am wearing them!"
- Ryan S.** "The aligners are so comfortable and so light. It reassured confidence that my clinician is ahead of my progress through."
- Nahli P.**

Virtual support available

We have a range of promotional material available for you to download, print and share to educate your patients about the benefits of Reveal and clear aligner treatment.



See all of our marketing resources



Supporting your practice growth

Dentist FAQs

What is the aligner and retainer material?

ClearWear™ is a BPA-free and phthalate-free plastic that is manufactured through a proprietary process to provide the ideal clarity and fit.

What is the manufacturing time for the aligners?

Once the treatment setup is approved, aligners will be shipped within 10-15 business days.

How long should a patient wear each set of trays before switching to the next step?

Patients should wear aligners for 22 hours each day for approximately 2 weeks, when not using any other orthodontic acceleration technology.

What computer system is needed to run the software?

Case management and treatment planning communication is done through our Digital Dental Exchange DDX platform.

There is no software to be downloaded or maintained. You can use any modern browser system as DDX is easy to use from a Mac or PC.

Are Reveal Clear Aligners trimmed in a scalloped shape or straight across?

Reveal Clear Aligners are custom and trimmed straight across the gingival margin for optimal patient comfort and enhanced grip.

What is EBT?

EBT stands for Elastic Button Technique. If needed, your Henry Schein Orthodontic Specialist specialist can provide more information.

Click [here](#) for our EBT guide

Will attachments be recommended for use with Reveal Clear Aligners?

Attachments are not a default treatment solution. EBT or elastic button treatment will be suggested if needed for certain movements.

What should I recommend if the aligners are lagging or not tracking?

If select teeth are not tracking or lagging behind, please ask your patients to use Chewies (product 1 194017) to help firmly seat the aligners. If teeth continue to lag behind, instruct the patient to wear their current aligner for a few more days. EBT may be needed if the required movement is extrusion.

What happens if a patient loses an aligner?

Direct patients to keep their most recently used aligners and temporarily use the previous set while the replacements are being made. Replacement aligners are available for purchase and will generally ship within 7 to 10 business days after placing the order.

Click here for
more FAQs
for dentists

Click here to
see the FAQs
for patients

Your roadmap to success

[Click here to download our smile questionnaire](#)

- Watch all onboarding videos - login to your DDX account to see
- Download the smile questionnaire and give to every patient

- Complete your smile makeover event training
- Start marketing a smile makeover event to patients - use email marketing, social media and display on your website
- Print and display marketing materials around your practice, including posters and brochures

- Sign up to the DDX portal and activate Reveal as a lab.
- Hang this roadmap in your staff room

- Complete your initial Reveal training with your Orthodontic Specialist
- Book in your smile makeover event training

- Run your launch event
- Fill your diary for the day with consultation appointments - as well as clear aligners, talk to them about whitening and composite bonding for a full smile makeover

- Discuss with your specialist the recommended products for a superior level treatment
- Sign up to Henry Schein Rewards so that you receive points on all your purchases - visit hsdrewards.co.uk
- Continue marketing and running consultations with patients to increase your number of cases

- Identify 2-3 patients for your first few cases - could be staff member, friend or relative
- Discuss White Dental Beauty whitening treatments with your specialist - this is an perfect partner to be combined with a Reveal aligner treatment

[Click here to learn how to take a great aligner impression](#)

- Consider investing in a digital intraoral scanner - visit hsdequipment.co.uk
- Consider switching to Exact Practice Management Software - visit softwareofexcellence.co.uk
- Discover how these changes can increase your practice value - visit mediestates.co.uk

Reach 12 completed aligner cases
You are now ready to advance to the next level... and begin your journey to 25 completed cases!

reveal[®]

CLEAR ALIGNERS

Start your Reveal cases today!

Email reveal@henryschein.co.za

Call **0800 111 796**

Visit www.henryschein.co.za



1, 2, 3, 4. SAVE MORE.*

Save 20% on first 3 accepted cases | Save 30% on the 4th accepted case

* For cases accepted in the manufacturing portal by 31 January 2021