PRACTICE GROWTH

ACTIVE ALIGNERS

The clear Solution to a Perfect Smile!

WHAT ARE ACTIVE ALIGNERS?

ACTIVE ALIGNERS are clear aligners developed specifically for aligning teeth in a predictable, smooth, clear and comfortable manner. A series of aligners move teeth 0.25 to 0.3mm per stage until optimal alignment has been reached.

WHAT ARE THEY MADE OF?

Active Aligners are made from clear high quality FDA approved dental materials. Active Aligners are smooth, clear, transparent, BPA and Gluten free.

BENEFITS:

- clear and virtually invisible
- Removeable & Comfortable
- Predictable & produce effective outcomes
- Affordable alternative to traditional braces
- Relatively fast with 6-8 month average treatment time

PATIENT INSTRUCTIONS:

- **Aligners are to be worn 20 – 22 hours a day**
- **Switch to the next set after 1 to 2 weeks (or as per your providers instruction)**
- **Seat the aligner with the help of chewies**
- **Proper insertion and removal are important**
- **Cleaning of the aligners is important to maintain good oral hygiene.**
- **All Active Aligners are delivered to your provider with a comprehensive patient instruction manual.**

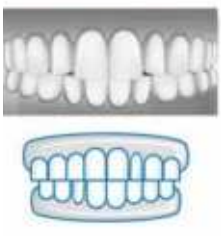
SMILE CLUB

BEFORE & AFTERS

TREATABLE CASES

OPEN BITE

ROTATED TEETH



UNDERBITE

SPACING / GAPS

OVERBITE

CROOKED / CROWDED

FAQs:

Treatment Length

The average treatment time is between 6 and 8 months, however each Active Aligners case is different and treatment times may vary between 2 - 12 months.

Othodontic Principles

Active Aligners work on basic orthodontic principles. They are used for the correctionof crowded teeth , gaps or rotation, while achieving the desired results in an organized and planned fashion. These customized trays are “invisible” and move the teeth on the desired direction. This is achieved through wearing a series of Active Aligners, each for 22 hours per day, 2 weeks at a time (one stage), until optimal alignment has been reached.

How long will it take to manufacture Active Aligners

Once the treatment plan is simulated and approved by the Doctor, the Active Aligners will be manufactured and ready for collection in approximately 2 weeks.

Medical Aid

Depending on the Medical Aid: None, a portion, or the full amount may be claimed back for the Active Aligners therapy. The medical aid provider should be contacted to see if the patient is covered for clear aligners.

Minimum Age

By default the minimum age for Active Aligners is 16 years of age. However, exceptions may be made by the provider on a case-by-case basis (young teens usually do qualify once all their adult teeth have fully erupted).

What to do once completed Active Aligners Therapy?

Retainers are critical to keeping your patient’s new smile. Retainers should be worn 22 hours a day for 3 months before switching to night-time wear, as this will keep the teeth in their new positions. The Doctor could also offer the option of a fixed lingual retainer if appropriate, after the 3 months retention period.

Can patients remove Active Aligners?

Yes, patient’s are able to remove their Active Aligners whenever they’d like. However, it is recommended that they wear their Active Aligners for a minimum of 22 hours per day (only removing the aligners to eat, drink, brush teeth and floss).

Are patient’s restricted from eating certain foods while undergoing Active Aligners therapy?

No, patients may remove their Active Aligners to eat whatever they please! It is recommended that they brush their teeth after eating, before reinserting their Active Aligners.

How do patients clean / care for their Active Aligners?

Patients must clean their Active Aligners every morning and night when they brush their teeth. They must use a soft bristled toothbrush with cold water and a small amount of soap. *note: hot water should be avoided as it may denature the plastic and alter the aligners fit.

Prices

Active Aligners are on average R28 000, up to R40 000 incl. for more complex cases. The provider may require additional x-rays, oral cleaning, etc which are not included in the Active Aligners price. It is up to the doctor if they need to charge any additional fees to provide the Active Aligners case.

Lost / damaged aligners?

The patient is to contact you immediately should they lose or damage and Active Aligners aligner or retainer:

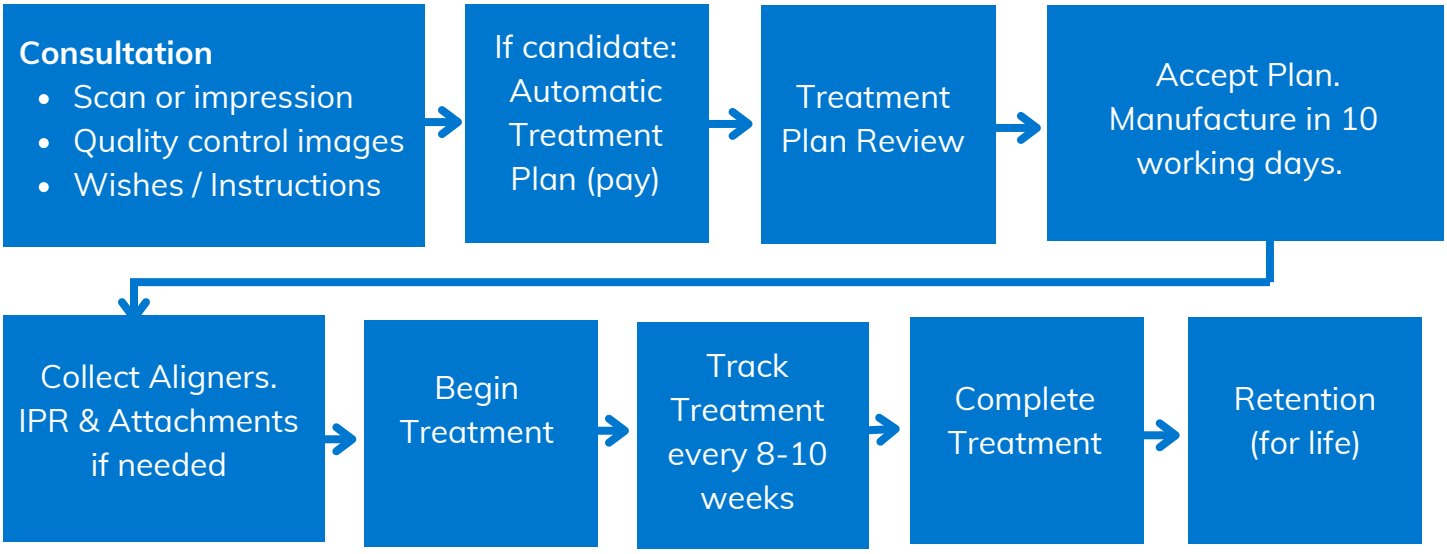
1. If an Active Aligners aligner is lost or damaged within 7 days of starting the current stage, a replacement should be made as soon as possible.
2. If the patient has been compliant for the first 7-8 days, it may be possible to switch to the next stage. This is done at the discretion of the doctor and is based on the discipline of the patient as well as the degree to which the treatment is tracking successfully.

*There will be additional costs associated with replacing Active Aligners or Retainers.

Finance Options

For patients that would like to financetheir treatment over a period of time, there are a number of patient finance services companies on the market. Sign-up to them directly to offer patient finance in your practice.

PATIENT JOURNEY:



DOCTOR'S WORKFLOW:

1. Evaluate the patient's overall oral health and candidacy for aligner therapy.

- Patient to complete informed consent
- If the patient is found to have any periodontal disease, caries or oral health issues, these need to be resolved prior to starting Active Aligners.

2. Once the patient has been cleared to start aligner therapy, take the patient records and send the following to the Active Aligners Platform:

- Impressions (PVS or Impregum. We do not accept alginate as it distorts too much.
- A series of Quality Control Photographs.
- Prescription / design instructions.

3. The patient's treatment plan will be generated and can then be assessed on the platform.

- This will include the number of Active Aligners required to move the patient's teeth to their ideal positions, a 3D Treatment Plan, Smile Summary, and Quality Control Photo's.

4. Once you and your patient have accepted the treatment plan, the case will be manufactured and the patient can start wearing their aligners. IPR and Attachments may be needed - check the Smile Summary.

- Each aligner set is worn 22 hours per day for 2 weeks before moving onto the next stage.
- Aligners are removed to eat, drink, brush and floss.

5. Treatment monitoring occurs every 8 - 10 weeks.

- It is critical that the case be monitored
- Be aware that there may be more IPR required at later stages during treatment
- Make sure that all attachments have been engaging, and the teeth are moving according to the prescribed treatment

6. Once teeth are in their final position, retainers are worn to maintain the patient's newly aligned smile.

- Patients should wear retainers for 3 months full time, before switching to night-time wear, or a fixed retainer option.

The 3 Treatment Protocols

Protocol 1 - Anterior Movement without Attachments

Description	Case maxims
Rotation:	28° on 3-3 5° on premolars
Inclination:	7°
Angulation:	7°
Forward/Backward:	On the lower arch: use the most buccal tooth as a reference point
Extrusion:	None
Intrusion:	2.5mm
Left/Right:	2.5mm

Description	Per Tray maxims
Rotation:	2°
Inclination:	1°
Angulation:	1°
Forward/Backward:	.25mm
Extrusion:	.25mm
Intrusion:	.25mm
Left/Right:	.25mm

Protocol 2 - Anterior Movement with Attachments

Description	Case maxims
Rotation:	40°
Inclination:	14°
Angulation:	14°
Forward/Backward:	On the lower arch: use the most buccal tooth as a reference point
Extrusion:	2.5mm
Intrusion:	2.5mm
Left/Right:	2.5mm

Description	Per Tray maxims
Rotation:	2°
Inclination:	1°
Angulation:	1°
Forward/Backward:	.25mm
Extrusion:	.25mm
Intrusion:	.25mm
Left/Right:	.25mm

Protocol 3 - Full Arch movement with Attachments

Description	Case maxims
Rotation:	40°
Inclination:	14°
Angulation:	14°
Forward/Backward:	On the lower arch: use the most buccal tooth as a reference point
Extrusion:	2.5mm
Intrusion:	2.5mm
Left/Right:	2.5mm

Description	Per Tray maxims
Rotation:	30°
Inclination:	10°
Angulation:	5°
Forward/Backward:	Distalization: 2mm** Mesialization: 1.5mm
Extrusion:	1mm
Intrusion:	2mm
Left/Right:	2.5mm**

** Especially applicable to upper molars

Our aligner and movement philosophy is based on:

1.Being the least invasive,
2.Using maximum arch expansion
3.Allowing minimal IPR (interproximal reduction) requirements
4.Use of attachments where necessary to ensure predictable movement and outcomes

QUALITY CONTROL PHOTO'S

Required Photo's

1. External Photo's

1. Profile repose
2. Frontal repose
3. Frontal smiling

2. Intra-oral photo's (with cheek retractors)

4. Lower arch - open mouth
5. Upper arch - open mouth
6. Right buccal - teeth together
7. Anterior - teeth together
8. Left buccal - teeth together

Steps to taking great quality control images

1. Choose a solid light background
2. Stand in front of the person
3. Centre the face / teeth in the photo's
4. The patient must not stand against the background to avoid shadows forming
5. Make sure long hair is tied back and outof the way of the patient's face
6. Make sure nothing is obscuring the patient's teeth
7. Check the quality of the photo:
   - Focus
   - Exposure
   - All teeth are present in photo
   - Reflections

IMPRESSION GUIDELINES

PVS / IMPREGUM IMPRESSIONS

- Ensure the impression tray is the correct size for the patient's mouth (rear molars coverage)
- Overflow both ends of the tray to capture distal of 2nd molars (and 8's if present).
- Inspect the impressions for: air bubbles, double impression, missing anatomy, push through, or blended tooth and gingiva.
- Ensure that you have between 2mm and 4mm of gingival tissue captured on the impression
- Re-take any impressions with defects or visual voids.
- We do not accept alginate

DIGITAL IMPRESSIONS

- Capture 2mm to 4mm of gingival tissue.
- Follow the manufacturers guidelines for ortho/arch scanning.
- Accurate bite with the patient in centric occlusion (do not allow patient to bite edge-to-edge).
- Rescan if there is debris or missing anatomy

Steps to Add Attachments:

1. Test the attachment template and the very first aligner fit:

- Insert a retractor to isolate teeth and reduce salivary contamination
- Try in the template and ensure that it snaps into place and fits properly. Remove the template and test the first aligner to be sure it fits properly.
- Use an air-water syringe system to completely air-dry the template.

2. Teeth preparation:

- Acid-etch the enamel of the tooth (or teeth) that will receive an attachment (Acid-etch should be left on the enamel for 20 seconds). Etch only the specific shape and location where the composite attachment will be placed. Rinse the etched tooth / teeth for 15 seconds and dry.
- Mix the bonding agent and apply it to the etched surface, wait 10 seconds. Dry with light air for 5 seconds. Light cure the bonding agent for 10 seconds.

3. Load the template with composite:

- Load the composite into the window of the attachment template. Make sure the attachment window is slightly overfilled (some Doctors like to use a slightly darker or lighter composite to help when it's time to remove the attachment).

4. Conform to the patient's teeth:

- Fully seat the loaded template onto the teeth. Use a spatula to apply gentle pressure around each attachment to ensure full adaptation and squeeze excess composite away from the etched area.

5. Cure the attachment:

- Firmly hold down the composite and light-cure according to composite instructions.

6. Remove the template and flash:

- Remove the template, to allow you to remove all flash (excess material) and bonding resin around attachments and between teeth.

7. Repeat if needed:

- Repeat the procedure for any additional attachments.

8. Test the first aligner fit:

- Seat the patient's first aligner, demonstrating how to put the aligners in and take them out (see patient instruction manual for details on best way to remove the aligners)

9. Keep the template:

- Keep and store the template
- The attachment template should never be given to the patient.

IPR Tips for Success:

- Gain consent from the patient
- Conduct a thorough assessment of the patients tooth morphology and enamel thickness
- Assess the patient for any present contraindications to the procedure
- Draft a plan of action both mentally and physically
- Prepare the appropriate working materials beforehand
- Use a method you are comfortable with
- Protect the soft tissue around the tooth
- Always review the exact amount of IPR required in the Smile Summary PDF
- Avoid creating ledges near the cervical regions
- The aim of reduction is to create space for ideal tooth alignment during Active Aligners treatment, to give teeth a suitable shape whenever problems of shape or size require attention
- Always check that reduction on stripping is in the correct contact area of the tooth as the tooth may be rotated during the treatment
- As teeth are more often or not triangular shaped, IPR is often only needed at the contact points of the teeth
- Stripping areas should be paralleled
- The stripped area should be fluoridated after polishing

IPR Steps Guideline:

1. Start IPR (Interproximal Reduction):

1. Always protect the soft tissue of lips, cheeks and gums with retractors or cotton gauze
2. Start the interproximal procedure with the thinnest strip using a back and forth motion
3. It's time to stop when the strip passes through easily
4. Repeat the above process with a thicker strip to widen the contact as to the Smile Summary PDF requirements.

2. Checking Spacing:

1. Confirm the amount of interproximal enamel removed with the thickness of the gauge
2. Use the gauge at every strip to ensure that you do not overstrip
3. Stop stripping when the gauge has the slightest resistance interproximally.

3. Polish and Confirm:

1. Always polish the interproximal surfaces worked on until the surface is round and smooth
2. Verify the dimensions with the thickness gauge
3. Remember to record the date and amount of IPR in the patient's records
4. The stripped area should be fluoridated after polishing

PRACTICE GROWTH

ACTIVE ALIGNERS

How to Prioritize ACTIVE ALIGNERS in your Practice:

Here's how you can effectively position Active Aligners at the forefront of your services:

1. Educate Patients & Build Awareness

- **Patient Consultations:** Train your team to identify orthodontic needs during routine check-ups. Educate your team about the benefits of Active Aligners therapy, so that they can communicate this to your patients. Have a staff member in treatment - a fantastic conversation starter. Talk to every patient, they may not be a candidate but will probably know some-one who is.
- **Digital Marketing:** Leverage platforms like Facebook and Instagram to run targeted ads highlighting the advantages of Active Aligners. Share informative content and success stories to engage potential patients (visit our website for ideas and downloads).
- **Website Optimization:** Create dedicated sections on your website detailing Active Aligners treatments, showcasing before-and-after photos, and featuring patient testimonials. Ensure your site is optimized for search engines to attract local traffic.
- **In-Office Promotions:** Display brochures, posters, and videos in waiting areas that explain the aligner process and its benefits (contact us for promotional items).

2. Competitive Pricing & Financing Options

- **Transparent Pricing:** In South Africa, the cost of clear aligners varies based on case complexity.
- **Flexible Payment Plans**: Offer financing options to make treatments more accessible. Collaborate with financial institutions, like MediWallet, to provide affordable monthly payment schemes.
- **Promotional Packages:** Bundle aligner treatments with complementary services like teeth whitening or retainers to add value and attract more patients.

3. Leverage Local Market Insights

- **Market Growth:** The clear aligners market in South Africa is experiencing significant growth, driven by a rising demand for aesthetic dental solutions - advertise the Active Aligners solution in your emails, on-hold messages, and by word of mouth.
- **Patient Demographics:** There's an increasing interest among adults seeking discreet orthodontic treatments. Tailor your marketing efforts to appeal to this demographic.

4. Showcase Success Stories

- **Patient Testimonials:** Encourage satisfied patients to share their experiences through reviews and testimonials. Feature these stories on your website and social media channels.
- **Before-and-After Galleries:** Maintain a gallery (both online and in your practice) showcasing the transformative results of aligner treatments to build credibility and attract potential patients.

5. Partner with Local Businesses

- **Corporate Wellness Programs:** Collaborate with local companies to offer their employees special rates or informational sessions on dental health and Active Aligners treatments.
- **Community Engagement:** Participate in local health fairs, school programs or community events to raise awareness about the benefits of Active Aligners therapy.

By implementing these strategies, you can effectively prioritize Active Aligners in your practice, catering to the growing demand for clear aligner therapy in the South African market.