



2010

Snap-On Smile Training Manual

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Introduction to Snap-On Smile



In this section you will learn:

- ✓ What is the Snap-On Smile® appliance?
 - ✓ How is the Snap-On Smile® appliance made?
 - ✓ What is the Snap-On Smile® appliance made of?
 - ✓ How does the Snap-On Smile® appliance work?
-

1.1 What is Snap-On Smile?

Snap-On Smile is a multi-purpose restorative appliance that requires **no preparation or altering** of tooth structure, **no injections**, and **no adhesives**. It is **non-invasive**, making it **completely reversible**.

The comfortable, removable appliance fits directly over existing dentition and attains its remarkable retention utilizing the anatomy of each existing tooth. (See Section 1.4 “How does Snap-On Smile® appliance gain retention?”). The Snap-On Smile® appliance solves a wide variety of short-term and long-term clinical challenges with modalities that include, but not limited to, using the appliance for raising vertical dimension, as an implant temporary, as a cosmetic smile enhancement, and as a cosmetic removable partial denture.

1.2 How is the Snap-On Smile® appliance made?

Snap-On Smile® appliance is fabricated through a process in which the appliance is first waxed up, casted and injected molded. This process allows the appliance to be made in varying thicknesses throughout the arch, allowing optimal aesthetic value. See examples of the wax-up process below:



Figure 1.2.1: Examples of Wax-Ups

1.3 What is the Snap-On Smile® appliance made from?

The Snap-On Smile® appliance is made from crystallized acetyl resin. This material is very durable and has a slight flexibility. It is this minute elasticity that allows the appliance to gain its retention by “flexing” over the heights and contours of the existing teeth.

Thanks to the durability of this specialized resin, the Snap-On Smile® appliance is expected to last about 3 to 5 years and possibly longer with proper care.



Figure 1.3.1: Crystallized Acetyl Resin pellets

1.4 How does the Snap-On Smile® appliance gain retention?

Snap-On Smile® appliance's retention is completely tooth-borne requiring no hooks, no palatal coverage and no adhesives.

The characteristics of the resin allow the appliance to flex over the heights of contour and then snap onto the gingival third of the tooth.

When presented with a full complement of teeth, the Snap-On Smile® appliance uses the buccal and lingual aspects of the teeth for retention (see Figures 1.4.1).

In cases where the arch has multiple missing teeth, the Snap-On Smile® appliance can attain almost the same retention because the appliance can surround the abutment tooth/teeth circumferentially, utilizing not only the buccal and lingual aspects of the teeth, but also the mesial and distal aspects (see Figures 1.4.1). These added surfaces make for better retention with the Snap-On Smile Cosmetic Partial Dentures, versus regular partial dentures. (See section 2.4 “What are the best treatment modalities for the Snap-On Smile® appliance?”)

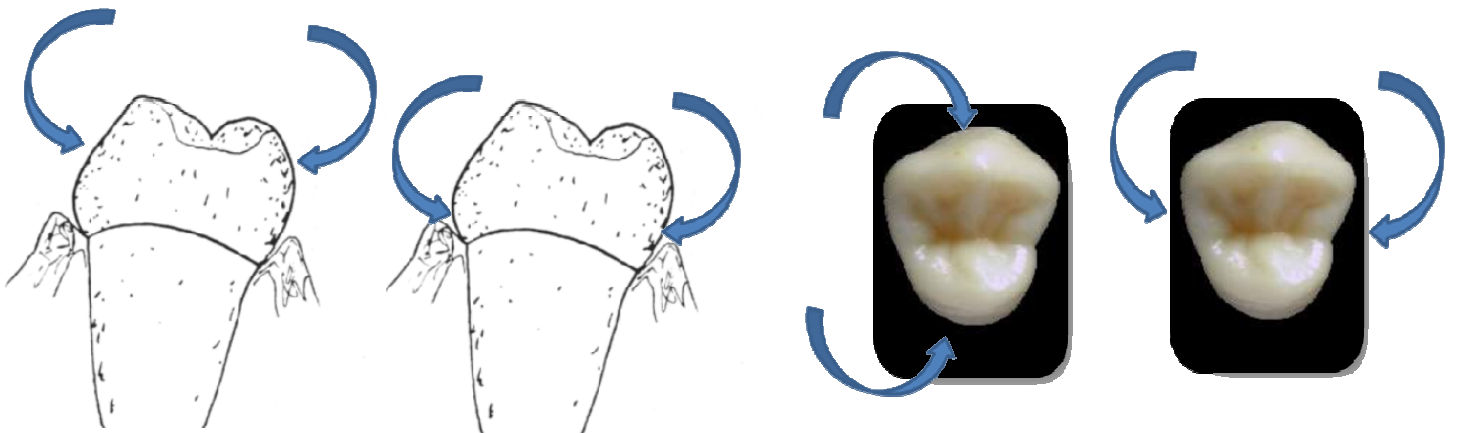


Figure 1.4.1: Retention Surfaces

Diagnosing/Identifying Patients

In this section you will learn:

- ✓ How to select candidates for the Snap-On Smile[®] appliance?
 - ✓ What modalities are best suited for the Snap-On Smile[®] appliance?
 - ✓ When Snap-On Smile[®] should not be used as a treatment option
-



2.1 Candidate Screening Questions

This Patient:

- *is missing teeth
- * rejected an extensive treatment plan
- is afraid of needles
- has lost vertical dimension
- is unhappy with the aesthetics of his/her smile
- has a medical condition that precludes him/her from invasive treatment
- has intrinsic staining of the teeth (i.e. Tetracycline staining)
- needs periodontal splinting
- is getting implants
- wants a great smile for an upcoming special occasion
- wants to know what invasive cosmetic procedures would look like on him/her
- needs a cosmetic gingivectomy to correct a “gummy” smile
- *has crooked teeth but doesn’t want braces
- is elderly and can’t undergo extensive restorative work
- currently takes blood thinners or other medication prohibiting invasive procedures
- grinds or clenches his/her teeth during the day or at night
- wants a quick confidence boost

If you answered “yes” to one or more of these questions, go ahead and present a Snap-On Smile[®] solution for your patient!

**Please note that there are several contraindications that may accompany some of these screening questions. For questions involving candidacy, please contact your Snap-On Smile customer service representative.*

2.2 What Does a Snap-On Smile® Patient Look Like?



Figure 2.2.1: Stained Dentition

Patients with enamel defects often suffer discolored and/or brittle teeth. Bleaching may not be recommended or is often unsuccessful. With the Snap-On Smile® appliance, patients can enjoy the look of whiter teeth.



Figure 2.2.2: Dated Cosmetic Restorations

Patients with dated cosmetic restorations, such as old composites, may present with staining due to normal stresses. The Snap-On Smile® appliance can help protect the teeth while providing the patient a more aesthetically pleasing smile.



Figure 2.2.3: Mal-alignment

For patients with misaligned teeth, the Snap-On Smile® appliance can give the appearance of perfectly straight teeth without orthodontic or invasive treatments.



Figure 2.2.4: Loss of Tooth Structure

The accumulated toll of bruxing can produce a wide range of damage that includes front teeth worn down so they are flat and even in length. The Snap-On Smile® appliance can help “reverse” the look of worn down dentition and provide a preview to invasive cosmetic procedures.



Figure 2.2.5: Excessive Gingival Display

Patients whose upper teeth is overshadowed by excessive gum tissue, known as “gummy smile” can achieve an optimal smile line appearance without the invasive treatment. The Snap-On Smile® appliance can also serve as a guide for surgical sculpting of the gingival create healthier and more attractive looking gum contours.



Figure 2.2.6: Diastemas

Patients with an unequal space relationship between the size of the teeth and the diastemas, can have the look of perfectly aligned teeth with no spaces or gaps without orthodontics or invasive treatment with the Snap-On Smile® appliance..



Figure 2.2.7: Irregular or Mixed Dentition

Patients that present with mixed dentition, such as diastemas, missing laterals or an uneven smile line, may use the Snap-On Smile® appliance to obtain an optimal smile without the orthodontics or invasive treatments.



Figure 2.2.8: Missing Teeth

Dentures only replace missing teeth and the appearance of the remaining teeth remains unchanged. The Snap-On Smile® appliance is the alternative to invasive treatment options of dental implants and fixed bridges and also enhances the look of remaining teeth.



Figure 2.2.9: Attrition



Figure 2.2.10: Vertical Dimension Loss

Patients who have worn down teeth can be restored to a more natural TMJ position and receive an aesthetically pleasing smile.

Patients who have lost vertical dimension can have their bite raised while enjoying a beautiful smile. The Snap-On Smile[®] appliance can provide the patient with an instant “face lift”.

2.3 What Are the Best Treatment Modalities for the Snap-On Smile[®] appliance?

There are a variety of patients that can benefit from the appliance. The most common modalities include:

1. Raising Vertical Dimension
2. Cosmetic Removable Partial Dentures
3. Implant Temporaries
4. Cosmetic Smile Enhancement

Other modalities to which the Snap-On Smile[®] appliance can be applied will be described in greater detail later on in Section 2.5 “Additional Treatment Modalities”.

Raising Vertical Dimension

The Snap-On Smile[®] appliance can be used to restore vertical dimension lost due to age, acid wear, bruxism, loss of teeth or normal stresses. The Snap-On Smile[®] appliance can be used

as the final restorative appliance or applied transitionally to establish proper vertical height prior to and during full mouth restoration.

When the Snap-On Smile[®] appliance is being used to raise a patient's vertical dimension, the posterior occlusal surfaces are left closed, thereby increasing the facial height and relieving the temporomandibular joint that often accompanies those with decreased vertical dimension. The prescribing doctor should indicate the necessary increase in vertical dimension on the Rx form. In some cases, the doctor may prefer to send models to the Snap-On Smile lab, mounted on an articulator to the desired dimensions. Once the ideal vertical dimension is created and the patient becomes acclimated to the new bite, the doctor may move forward with full mouth reconstruction, created to the dimensions achieved by the Snap-On Smile[®] appliance. A face bow may also be included with the case so we can use it as a guide for facial symmetry, occlusion, and the horizontal plane of occlusion.

In cases of raising vertical dimension, the Snap-On Smile[®] appliance can first be applied as a diagnostic tool used to establish the patient's ideal vertical dimension. Once this has been established, the appliance can also be sectioned and used as a provisional to maintain the patient's vertical when transitioning to permanent work, such as bridgework. In either case, the patient is able to enjoy a comfortable and aesthetically-pleasing appliance throughout the lengthy treatment process.



Figure 2.3.1: Raising Vertical Dimension

Cosmetic Removable Partial

The Snap-On Smile[®] appliance **can be used to replace missing teeth without the use of hooks, clasps, or palatal coverage**.

Not only does this appliance replace patients' missing teeth, it also enhances the esthetics of the existing teeth and can create an increase of vertical dimension when necessary. (See Figure 2.4.2). Because of its unique retention, this appliance can be worn while eating, drinking,

and speaking without fear that it will come out or lose retention. In fact, because the Snap-On Smile[®] appliance utilizes the heights and contours of the dentition, missing teeth creates more surface area coverage of the abutments for added retention.

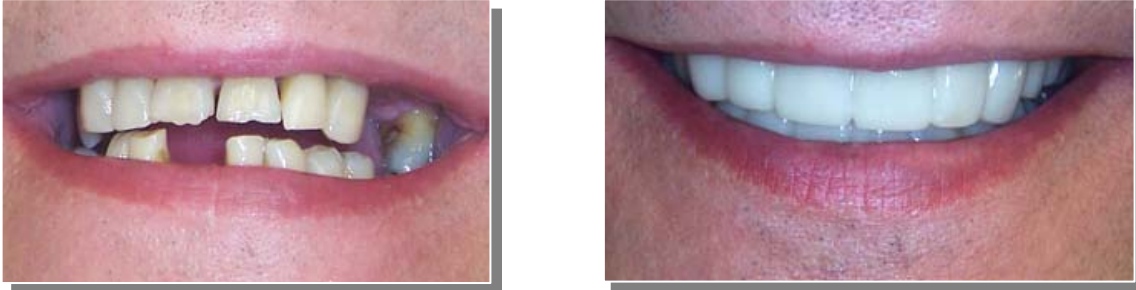


Figure 2.3.2: Patient Cosmetic Removable Partial

Patients using the Snap-On Smile[®] appliance to replace missing teeth do not feel the same stigma attached to traditional partials and dentures. For patients with a strong gag reflex, the Snap-On Smile[®] appliance makes an ideal partial denture by eliminating the need for palatal coverage. Also, since the Snap-On Smile[®] appliance is crafted from non-porous crystallized acetyl resin, it will not absorb stain and odor in the same way that traditional acrylic partial dentures and Flexite partials do. Traditional partial dentures involve metal clasps, or precision attachments, that produce torque on existing healthy teeth, causing abutment tooth movement. (See Figure 2.4.3)

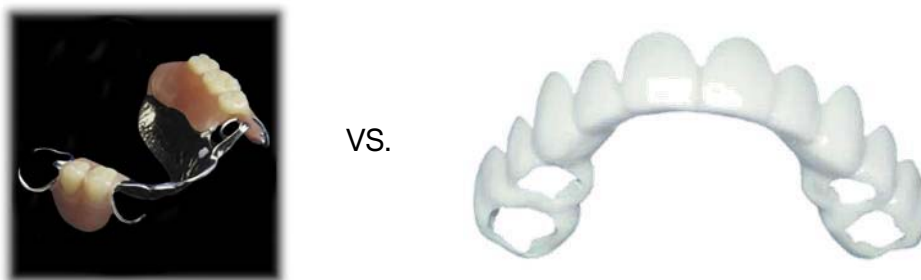


Figure 2.3.3: Traditional Partial Dentures vs. Snap-On Smile[®] appliance.

Implant Temporary

The Snap-On Smile® appliance can be inserted immediately after extraction and worn throughout the entire healing and treatment process.

Wearing the appliance while the extraction site heals will also allow the pontic design of the appliance to help contour the pontic space so that the ideal gingival esthetics can be attained. Because of its unique retention, the Snap-On Smile® appliance does not impinge on gingival tissue, allowing an ideal environment for healing, both post-extraction and after the implant is placed as opposed to traditional immediate dentures that often have to be relined on one or more occasions with soft relines to help cushion the hard denture base against the healing extraction sites. The appliance can be removed so the area can be cleaned properly. It does not cover the palate, making it more comfortable for the patient. The Snap-On Smile® appliance can also be made in quadrants, ideal for use with posterior implants. (See Figure 2.4.4) Compared to traditional temporaries and/or flippers, the Snap-On Smile® appliance not only increases aesthetics of existing teeth but also allows for a more hygienic healing environment. (See **Figure 2.3.5**)



Figure 2.3.4: Implant Temporary Quadrant



Figure 2.3.5: Implant Temporary Full Arch.

Cosmetic Smile Enhancement

The Snap-On Smile® appliance is the only appliance that can be made in varying thickness throughout. This enables the appliance to correct aesthetics of a less than satisfactory smile, by creating the façade that the teeth are facially proportionate to each other. The Snap-On Smile® appliance can make teeth...

- ✓ *Look Straighter*
- ✓ *Give the Appearance of Closed Diastemas*
- ✓ *Cover Intrinsic Stain in Cases that Teeth Bleaching has been Unsuccessful.*
- ✓ *Offer a Preview to Extensive Cosmetic Dental Work*

This appliance is a quick and easy way to boost your patient's self confidence. Whether you have a patient who needs a quick fix for a special occasion or a patient who has been struggling with poor self confidence for a long time, the Snap-On Smile® appliance offers a non-invasive and completely reversible approach to cosmetic dentistry.



Figure 2.3.6: Correcting Bite Discrepancy

2.4 Additional Treatment Modalities

Periodontal Uses: Splinting

The Snap-On Smile® appliance can be used for periodontal splinting. Unlike traditional periodontal splinting, the Snap-On Smile® appliance makes maintaining hygiene easier for the patient. Instead of struggling with floss threaders, patients can simply remove the Snap-On Smile® appliance, clean their teeth, and replace the appliance. The Snap-On Smile® appliance, when used in place of traditional periodontal splinting, offers the ability to stabilize the periodontally involved teeth as well as improve aesthetics of both the periodontally involved teeth and the abutment teeth.



Figure 2.4.1: Periodontal Splint

Periodontal Uses: Gingival Contouring

The Snap-On Smile® appliance can also be used as a preview to and as a template for gingival contouring. Once the patient and doctor agree on the desired gingival margins and have previewed the desired margins using Snap-On Smile, the periodontist can use the same preview appliance as a template for the procedure.

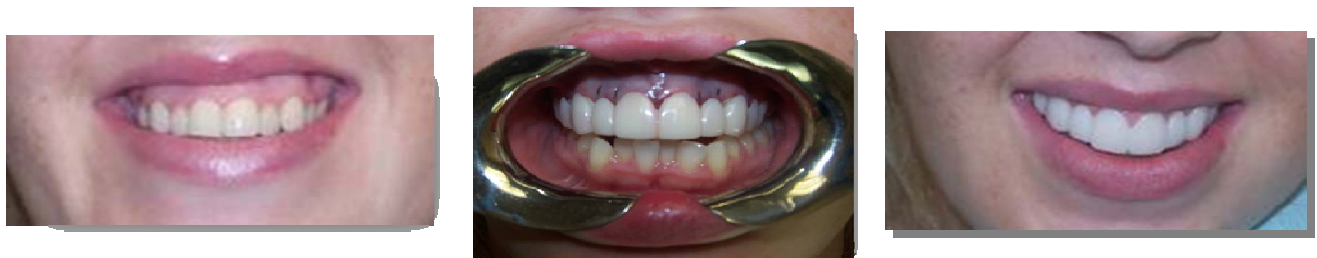


Figure 2.4.2: Gingival Contouring

Medically Compromised

The Snap-On Smile® appliance is the ideal restorative choice for patients with medical complications that inhibit invasive dental treatment. With Snap-On Smile, patients with serious medical conditions can enjoy a beautiful and functional smile without compromising their teeth or invasive dentistry



Figure 2.4.3: Medically Compromised

Some medical conditions that preclude patients from having invasive treatment may include:

- ✓ Patients with heart conditions
- ✓ Patients taking blood-thinning medications
- ✓ Patients with Bulimia
- ✓ Patients undergoing chemotherapy
- ✓ Patients with anxiety disorders
- ✓ Patients who are extremely Phobic

2.5 Contraindications

There are some circumstances in which a patient should not use the Snap-On Smile® appliance.

Severe Periodontal Disease:

Patients with severe periodontal disease (with 2+ or greater mobility) are advised against using the Snap-On Smile® appliance. Because it uses the teeth for retention, placing the appliance over teeth that are mobile may compromise not only retention but also the periodontally involved teeth



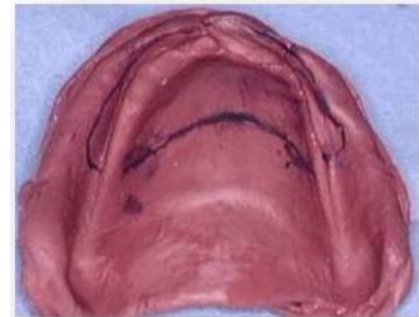
Protruding Anterior Teeth:

Patients whose anterior teeth protrude (buck teeth) are not candidates for the Snap-On Smile® appliance. Though the material is very thin, it will still add about 0.5mm thickness to existing teeth. For teeth that protrude, this proves to be aesthetically displeasing. In some cases with less protrusion, the appliance may work for the patient.

Completely Edentulous:

Because the retention for the Snap-On Smile® appliance is completely tooth-borne, patients must have at least four teeth or implant-supported abutments in an arch to use this appliance. The Snap-On Smile® appliance can be made to fit onto implant abutments; therefore it can be used as an

implant-supported denture. However, a patient who is completely edentulous and has not had any implants placed, is not a candidate for the Snap-On Smile® appliance.



Presenting Snap-On Smile® as a Treatment Option

In this section you will learn:

- ✓ How to present the appliance to your patient
 - ✓ Learning various sales techniques for the Snap-On Smile
-

3.1 Presenting & “Selling” the Snap-On Smile to a Patient

There are various methods you can use to help sell the product to your patients. We have found the following steps are useful to introduce our product and get your patient excited about Snap-On Smile

Steps after you have identified your patient as an appropriate candidate

- ✓ Let your patient know that there is a non-invasive, reversible, removable and affordable treatment available to him/her.
- ✓ Tell your patient that there is a new appliance that can assist in long-term treatment goals, including serving as a long-term temporary, surgical guide, or as a preview of cosmetic enhancements.
- ✓ Assure your patient that he/she will be able to eat while wearing the appliance.
- ✓ Show your patient the Snap-On Smile® demonstration appliance and model.
- ✓ Explain how easy it is to clean and care for the Snap-On Smile® appliance with Snap-On Smile® cleaning powder and anti-bacterial gel.
- ✓ Show your patient how the appliance attains retention and remind him/her that this procedure requires no shots, no drilling and no adhesives.
- ✓ Amaze your patient with before and after pictures from the Snap-On Smile® Look Book.
- ✓ Explain how quick and easy the process is with a few simple impressions and photographs. Tell him/her that in just about two weeks, their custom made appliance will be ready.
- ✓ Answer any additional questions.

Ask your patient if he/she is ready to join the thousands of people all over the world who have already transformed their smiles with a Snap-On Smile® appliance!

3.2 Additional Before/After Pictures to Use



Figure 3.2.1: Stained Teeth



Figure 3.2.2: Dated Restorations



Figure 3.2.3: Malalignment



Figure 3.2.4: Lingually Placed or Malpositioned Teeth



Figure 3.2.5: Stained Bonding Issues



Figure 3.2.6: Excessive Gingival Display



Figure 3.2.7: Diastemas



Figure 3.2.8: Cosmetic Smile Enhancement



Figure 3.2.9: Missing Teeth



Figure 3.2.10: Loss of Tooth Structure



Figure 3.2.11: Loss of Vertical Dimension

Case Design & Quality Control

In this section you will learn:

- ✓ Approved Impression Techniques
 - ✓ The Snap-On Smile Impression Process
 - ✓ How to Customize Your Case
-

A good impression will provide an accurate fit and will reduce the remake factor.

4.1 Approved Impression Techniques

The better the impressions, the easier it is to fabricate your custom SOS appliance. In order for the appliance to meet the gingival margins perfectly without any gingival impingement, **we need the arch captured perfectly in your impressions.**

There are 3-Steps to follow:

1. Take Impression
2. Take Opposing Arch Impression
3. Taking a Bite Registration Impression

An accurate impression using Polyvinyl Siloxane or Polyether material with a bite registration is all that is needed to manufacture your appliance. ***We cannot accept alginate impressions for the manufacture of an appliance, we can accept alginate if used for opposing arch purposes.*** It is essential you follow the following 3-Step process:

- ✓ Select the proper impression tray by trying it in the patient's mouth. The tray should cover all of the teeth in the arch and the patient's lip should fit around the tray.



Figure 4.1.1: Take Impression – Tray Selection

- ✓ Fill the selected tray with Heavy body impression material. Then insert the tray into the patients mouth and seat it so that it fully covers the teeth and captures the gingival margins

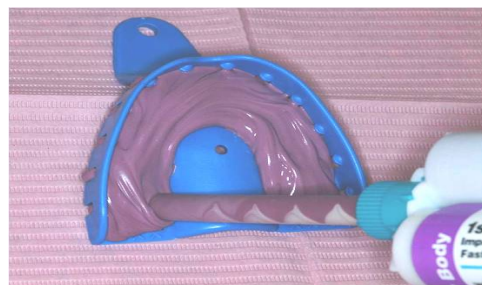


Figure 4.1.2: Take Impression – Heavy Body Material

- ✓ Once the impression is fully set, remove the tray from the patient's mouth.
- ✓ Syringe light body impression material into the tooth compartments of the first impression



Figure 4.1.3: Take Impression – Light Body Material

- ✓ Reinsert the tray and allow the impression material to set fully.



Figure 4.1.4: Take Impression – Wash Impression

- ✓ Remove the impression from the patient's mouth and check the impression. You should be able to clearly see the gingival margins and the anatomy of every tooth. If any of the aspects are not visible in your impression, we highly recommend taking a new impression



Figure 4.1.5: Take Impression – Final Results

Taking Impressions for the Opposing Arch

After the first impression has been taken and checked by the dentist, take an impression of the opposing arch. This impression can be taken with alginate.

(NOTE: If you are taking impressions for the manufacture of a top and bottom arch, both impressions will need to be taken using PVS or polyether material. Also, if you want Snap-On Smile's lab to pour the mold for the opposing model, Snap-On Smile will require impressions made with PVS or polyether material.)

- ✓ First select the right stock tray by making sure it fits into the patient's mouth and covers all of the teeth completely.
- ✓ Fill the tray with alginate impression material and place the tray in the patient's mouth.
- ✓ Hold the tray in place until the alginate is fully set. (See manufacturer's packaging for details.)
- ✓ Once the impression is finished, it should be poured up with yellow stone to create a model of the opposing arch. It is important that this impression be poured to prevent air bubbles from forming in the model. Allow the yellow stone to set completely before pulling the model out of the impression tray. If the model should break as you are removing it from the alginate impression, we highly recommend repouring the model with yellow stone.
- ✓ Once the model has been pulled out of the alginate, it should be thoroughly inspected to be certain no air bubbles are present and that all aspects of the arch have been properly captured.
- ✓ If you prefer to have our lab pour up the opposing model, we ask that the impression be taken in a heavy bodied poly vinyl or polyether impression material as alginate tends to dry out and distort very quickly. It is not necessary to syringe light bodied impression material around the gingival margins for the opposing impression.

Taking a Bite Registration

Finally, to make the best appliance for your patient, the lab needs an accurate bite impression. Poly Siloxane impressions tend to better capture the natural fossas of the teeth, however, the Snap-On Smile lab will accept wax and wafer bite registrations.

- ✓ Gently dry the occlusal surface of the teeth with the air syringe.
- ✓ Then syringe the bite impression material, wax, or wafer onto the occlusal surface of all of the teeth in the arch.

Once all the teeth are covered, instruct the patient to bite down all the way on their posterior teeth. Patients have a natural tendency to bite end-to-end when asked to bite down, so make sure your patient's back teeth are touching while the bite impression is being taken. Allow the impression material to set up completely.



Figure 4.1.5: Examples of Impressions and Bite Registration

- ✓ Remember, the occlusion of the Snap-On Smile® appliance relies heavily on having a proper bite impression.

4.2 PVS and Polyether Impressions:

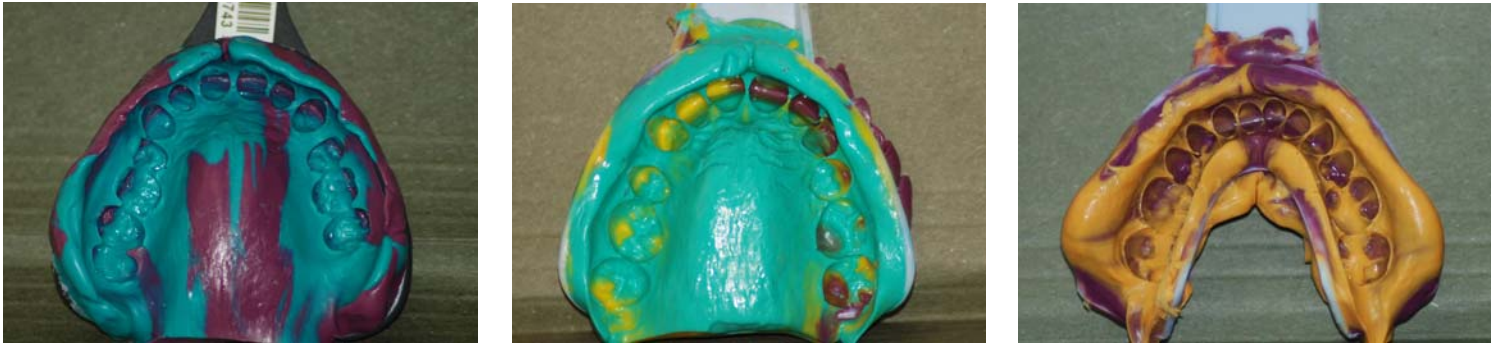


Figure 4.2.1: Examples of Good Impressions

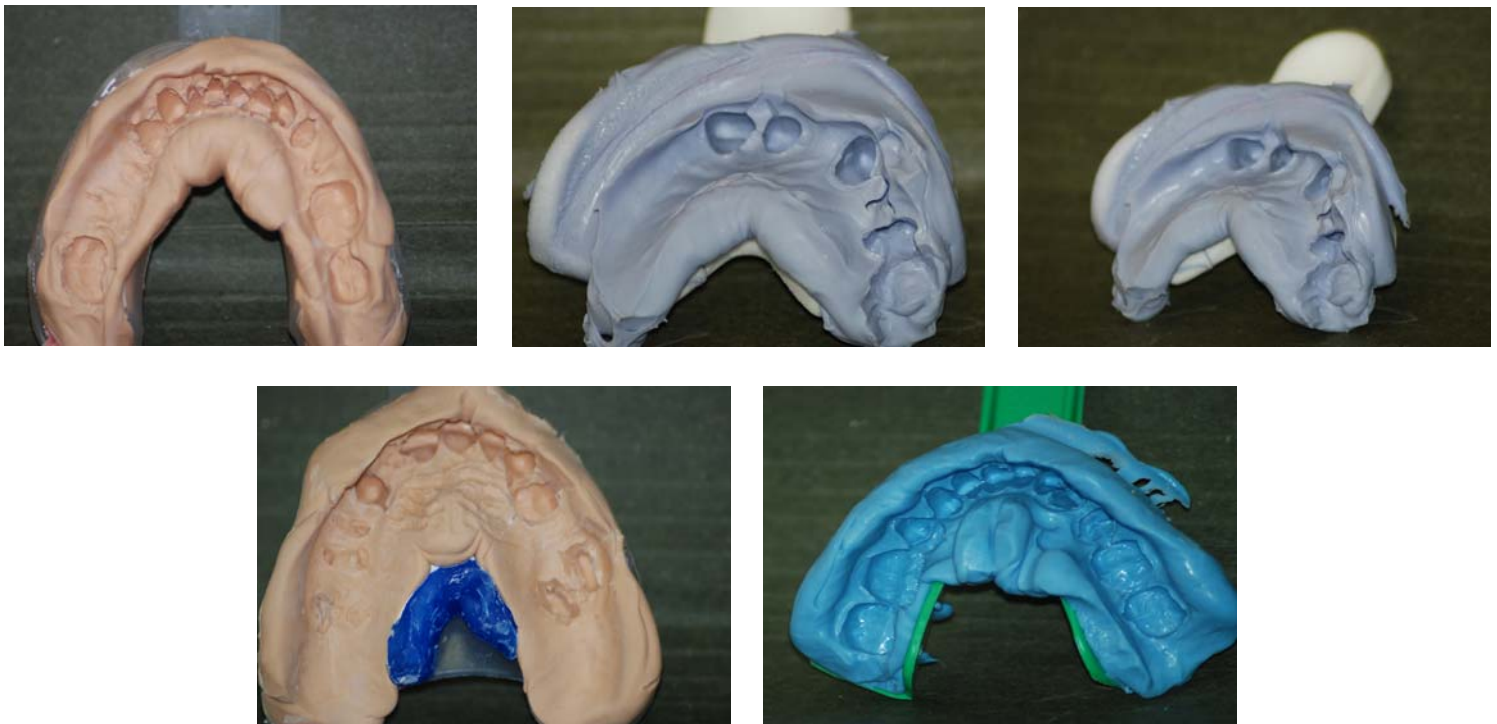


Figure 4.2.2: Examples of Bad Impressions

Impression Tips

- If there is a slight discrepancy in the impression, syringe a small amount of light body impression material into that area of the impression and reinsert impression tray. Be sure to let the material set up completely before removing the tray.
- When taking an impression of the upper arch, instruct your patient to make the “O” shape with his lips once the tray has been inserted. This will help prevent the lips from distorting the impression.
- When taking an impression of the lower arch, instruct your patient to stick out his/her tongue once the tray has been inserted. This will prevent the tongue from distorting the impression.
- Be sure to wrap impressions securely in bubble wrap or foam when packaging a case.

4.3 Customizing My Patient's Appliance?

Snap-On Smile has created a detailed Rx form to help you customize each appliance. Begin by filling in the practice and patient information at the top of the lab. It is important to include the practice's return address to avoid any shipping problems. Occasionally, our lab needs to contact the doctor before processing a case, so we ask that a current phone number be included. Please print your patient's name on the top of the Rx form as well.

In an effort to maintain superior quality, please note that cases will not be fabricated unless the

Rx slip is filled out correctly.


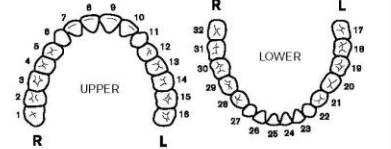
 <p>All items in bold type are mandatory. If not filled in, case cannot be processed.</p> <p>2727 Skyway Drive, Santa Maria, CA 93455 1-800-872-8384 www.denmat.com/snaponsmile</p>		DENTIST NAME: _____ ADDRESS: _____ PHONE: _____	FOR STUDIO USE ONLY DATE RECEIVED #: _____ PAN #: _____ OPEN INITIALS: _____ INCOMING QC NOTES: _____ ORIGINAL ORDER #: _____ REMAKE/REPAIR REASON CODE: _____ STAGE: _____ REMAKE REASON: _____ CUSTOMER #: _____ O/E INT: _____ NEW ORDER #: _____ STAGE: _____
DISTRIBUTOR INFO ACCOUNT # _____ DOCTOR (LAST, FIRST, MI) _____ NAME _____ ADDRESS _____ PHONE _____ EMAIL _____ FAX _____		PATIENT NAME _____ AGE <input type="checkbox"/> M <input type="checkbox"/> F ALLOW 14 WORKING DAYS FROM CASE ACCEPTANCE (SEE REVERSE SIDE FOR FURTHER DETAILS). PROMOTION CODE _____	
A. CASE TYPE Please check all that apply <input type="checkbox"/> Snap-On Smile (7 units or more) <input type="checkbox"/> Snap-It! (6 units or less)	B. PATIENT TREATMENT MODALITY Please check all that apply <input type="checkbox"/> Cosmetic Removable Partial Denture <input type="checkbox"/> Cosmetic Smile Enhancement <input type="checkbox"/> Implant Temporary Restoration <input type="checkbox"/> Raising Vertical Appliance	F. CASE DESCRIPTION Please fill in all that apply <input type="checkbox"/> 1a. Upper <input type="checkbox"/> 1b. Tooth # _____ to Tooth # _____ <input type="checkbox"/> 2a. Lower <input type="checkbox"/> 2b. Tooth # _____ to Tooth # _____ <input type="checkbox"/> 3. List teeth to be extracted (if applicable) _____ <input type="checkbox"/> 4. List pontics to be replaced (if applicable) _____ <input type="checkbox"/> 5. Raise gingival margins on Teeth #'s _____ mm <input type="checkbox"/> 6. Increase incisal length _____ mm <input type="checkbox"/> 7. Raising vertical dimension (as a standard when raising vertical dimension, there is full occlusal coverage) <input type="checkbox"/> a. Raise posterior _____ mm <input type="checkbox"/> b. Raise anterior _____ mm <input type="checkbox"/> 8. Occlusal holes (leave occlusal surface open to maintain vertical dimension) <input type="checkbox"/> Upper <input type="checkbox"/> Lower <input type="checkbox"/> Both <input type="checkbox"/> None <input type="checkbox"/> 9. Lingual windows on anterior teeth (uppers only)	
C. CASE DESIGN Please use diagram below for case design and mark off extractions / pontics 		I. SPECIAL INSTRUCTIONS For best results, please provide detailed appliance instructions in the space provided	
D. PONTIC DESIGN <input type="checkbox"/> Hygienic <input type="checkbox"/> Full Ridge <input type="checkbox"/> Ovate _____ mm		G. SHADE (See reverse side for available shades) Specify shade guide _____ Number _____	
E. SHAPE Incisal <input type="checkbox"/> Rounded <input type="checkbox"/> Square <input type="checkbox"/> Square Round Canine <input type="checkbox"/> Rounded <input type="checkbox"/> Square <input type="checkbox"/> Pointed		H. CASE ENCLOSURES <input type="checkbox"/> Full Arch <input type="checkbox"/> Polyvinyl/Polyether Impression <input type="checkbox"/> Patient Photograph <input type="checkbox"/> Bite Registration <input type="checkbox"/> Articulator <input type="checkbox"/> Opposing Full Arch Model/Impression <input type="checkbox"/> Other	

Figure 4.3.1:RX Form

Section A & B: Patient Treatment Modality

A. CASE TYPE	B. PATIENT TREATMENT MODALITY
Please check all that apply	Please check all that apply
<input type="checkbox"/> Snap-On Smile (7 units or more)	<input type="checkbox"/> Cosmetic Removable Partial Denture
<input type="checkbox"/> Snap-It! (6 units or less)	<input type="checkbox"/> Cosmetic Smile Enhancement
	<input type="checkbox"/> Implant Temporary Restoration
	<input type="checkbox"/> Raising Vertical Appliance

Figure 4.3.2: Section 'A & B' Case Type and Patient Treatment Modalities

Section A:

The doctor can identify if the case is a Snap-On Smile or a Snap-It!

Section B: Patient Treatment Modality

The doctor can identify the specific desired characteristics of the indicated modality.

Cosmetic Removable Partial Dentures: The doctor should indicate all teeth that are missing, teeth that will be extracted when the appliance is inserted, and any desired distal extensions.

Cosmetic Smile Enhancement:

The doctor can indicate any increase in gingival margins or increase in incisal length.

Implant Temporary Restoration:

The doctor will use section C to indicate whether the appliance is being made in a full arch or quadrant. The doctor will also identify the tooth span and pontic selection in this section.

Raising Vertical Restoration:

The doctor will use section B-7 to indicate the desired increase in vertical dimension. The appliance can be made to varying vertical measurements throughout the arch so it is important to indicate both anterior and posterior measurements on the Rx form.

Section C: Case Design

Allows the doctor to record general information about the design of the appliance. On the arch diagrams, indicate missing teeth where pontics should be placed.

C. CASE DESIGN

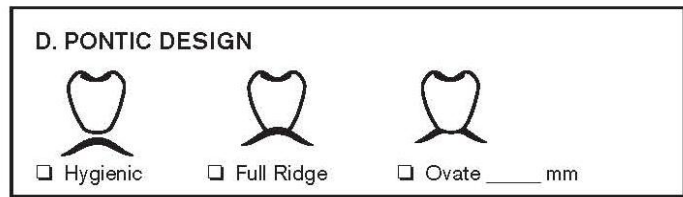
Please use diagram below for case design and mark off extractions / pontics

The diagram shows two dental arches. The upper arch is labeled 'UPPER' and the lower arch is labeled 'LOWER'. The upper arch teeth are numbered 1 through 16, with 1 and 16 at the front (labeled 'R' and 'L' respectively) and 8 and 9 at the back. The lower arch teeth are numbered 17 through 32, with 17 and 32 at the front (labeled 'R' and 'L' respectively) and 26, 25, 24, and 23 at the back. The word 'LOWER' is written in the center of the lower arch diagram.

Section D: Pontic Design

Offers three options for pontic design.

1. Hygienic pontic does not touch the gingiva at all.
2. Full ridge pontic rests against the ridge.
3. The ovate pontic fits into the socket of the extracted tooth.



Section E: Case Description

E. CASE DESCRIPTION
Please fill in all that apply

1a. Upper

1b. Tooth # _____ to Tooth # _____

2a. Lower

2b. Tooth # _____ to Tooth # _____

3. List teeth to be extracted (if applicable) _____

4. List pontics to be replaced (if applicable) _____

5. Raise gingival margins on Teeth #'s _____ mm

6. Increase incisal length _____ mm

7. Raising vertical dimension (as a standard when raising vertical dimension, there is full occlusal coverage)

a. Raise posterior _____ mm

b. Raise anterior _____ mm

8. Occlusal holes (leave occlusal surface open to maintain vertical dimension)

Upper Lower Both None

9. Lingual windows on anterior teeth (uppers only)

Figure 4.3.3: Section 'E' Case Description

This is extremely helpful in providing a quality appliance to your patient. The doctor indicates whether the appliance is to be made in a full arch or quadrant, by indicating which tooth # to which tooth #. This section also allows the dental professional to design the esthetics of the appliance by indicating how many millimeters to raise in gingival margin or vertical dimension.

In this section, the doctor will record general information about the design of the appliance. Listed below are the areas that need to be filled in:

1(a) & 2(a). Indicate whether the maxillary appliance is to be made as an upper or lower appliance.

1 (b) & 2 (b). Indicate the range of the appliance by recording the first and last tooth in the arch that will be used for retention of the appliance. This is typically the most posterior teeth in the arch. Indicate the numbers of any teeth that will be extracted prior to the insertion of the appliance.

2(a) Indicate whether the mandibular appliance is to be made as a full arch or quadrant appliance.

3. List any teeth to be extracted prior to the insertion of the appliance

4. Indicate any teeth that should be replaced with pontics in the appliance. (see section D to choose appropriate pontic design)

5. If the appliance is being made to sleeve over the anterior gingival tissue, indicate in millimeters how much you want to raise the gingival margins.

6. If the appliance is being made to increase the length of the anterior teeth, indicate in millimeters the desired increase in incisal length.

7. Indicate, in millimeters, any increase in vertical dimension. Remember the appliance can be made in varying dimensions throughout the appliance so you must indicate vertical measurements for both anterior and posterior sections of the appliance.

8. Indicate whether you want occlusal openings in the appliance.

9. If you want occlusal holes you have to open the window on the upper anterior.

Section F: Shape

Here the doctor and the patient indicate desired tooth shapes for the appliance.

Incisal: For the incisal edge, the doctor can choose a rounded shape, a square shape, or a square-round shape.

Canine: For the canine teeth, the doctor can choose rounded, square, or a pointed shape. Clearly check mark the desired shape.

F. SHAPE		
Incisal		
<input type="checkbox"/> Rounded	<input type="checkbox"/> Square	<input type="checkbox"/> Square-Round
Canine		
<input type="checkbox"/> Rounded	<input type="checkbox"/> Square	<input type="checkbox"/> Pointed



Section G: Shade

Specifies the shade in which the appliance is to be made. Since the Snap-On Smile appliance can be made in many different shades, the doctor is asked to _____

(indicate not only the shade selection but also the shade guide) from which the color was selected to get an accurate match.

G. SHADE (See reverse side for available shades)	
Specify shade guide _____	Number _____

Section H: Case Enclosures

Provides the doctor and assistant with a case check list. This section will help ensure that all the necessary impressions and accompaniments have been sent.

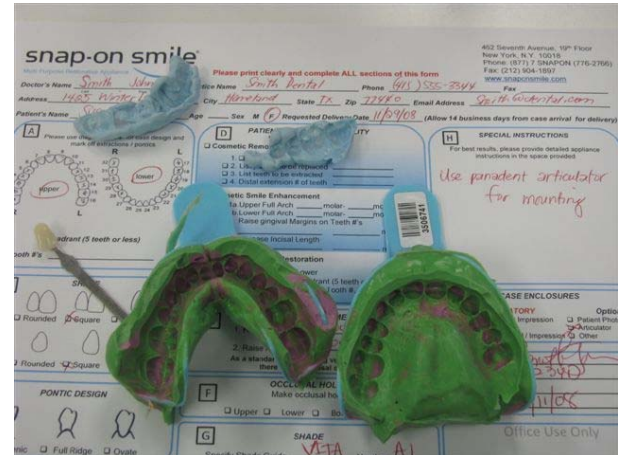
H. CASE ENCLOSURES	
<input type="checkbox"/> Full Arch	OPTIONAL
<input type="checkbox"/> Polyvinyl/Polyether Impression	<input type="checkbox"/> Patient Photograph
<input type="checkbox"/> Bite Registration	<input type="checkbox"/> Articulator
<input type="checkbox"/> Opposing Full Arch Model/Impression	<input type="checkbox"/> Other

Section I: Special Instructions

This section is reserved for special requests and detailed instructions. Use this section to customize your appliance. For example, if you want a slight overlap on the central incisors or if you want to close diastema space, detail those instructions here.

I. SPECIAL INSTRUCTIONS

For best results, please provide detailed appliance instructions in the space provided



As is true with all cosmetic procedures, knowing the facial anatomy of the patient can help the lab produce a more esthetically pleasing appliance. For this reason, Snap-On Smile encourages doctors to send photographs of the patient along with the impressions and Rx form.

4.4 How Long Will It Take to Receive My Case?

It typically takes 14 business days from the date Snap-On Smile receives the Rx form and impressions for cases to be made and returned to a dental office. As a Snap-On Smile® Certified Practice, we will do everything we can to expedite your casework.

4.5 Where Do I Send My Case?

Doctors can mail cases to Snap-On Smile via any carrier. The case will be returned to the doctor's office using FedEx or UPS at the expense of Snap-On Smile. Cases should be mailed directly to our lab at:

Snap-On Smile
462 Seventh Avenue, 19th floor
New York, NY 10018

Insertion/Adjustment/Patient Care

In this section you will learn:

- ✓ How to Insert the Snap-On Smile Appliance
 - ✓ How to Check Occlusion and Make Adjustments
 - ✓ How to teach patients to care care of their Snap-On Smile® appliance
 - ✓ How to use Snap-On Smile to transition patients to other treatment options
-

5.1 How to properly Insert the Appliance

Before inserting the Snap-On Smile® appliance, make sure your patient understands that he/she may feel tightness around the teeth when the appliance is first inserted. This feeling should quickly dissipate. If it does not, you can easily adjust the appliance.

The patient may also experience tongue confinement, which may cause temporary speech impediments. This usually goes away within 10 to 15 minutes.

1. To insert the Snap-On Smile® appliance, align the appliance over the teeth or edentulous areas in the mouth.
2. As with any removable dental appliance, each Snap-On Smile® appliance has a “path of insertion,” or a best way to insert the appliance. Some appliances are most easily removed from left to right for example, or anterior to posterior. Once you identify the best path of insertion, repeat the path and demonstrate it to the patient in a mirror. Then let the patient show it to you to ensure so they know how to insert and remove the appliance properly.
3. Always using two hands, seat the appliance over the existing dentition until it is seated all the way.
4. Allow the Snap-On Smile® appliance to settle in the patient’s mouth for 5 to 10 minutes. This settling period will allow the patient’s tongue to become acclimated to the appliance. It also allows the periodontal ligament to adjust to the appliance, eliminating the tightness the patient may have felt at initial insertion. If after this period of settling, the patient is still experiencing tightness, adjustments to the internal aspect of the appliance may be necessary.
5. As with any removable appliance, instruct the patient to remove the Snap-On Smile® appliance using two hands. Removing the appliance this way will help prevent it from torquing once you have successfully inserted the appliance by using the path of insertion. Always use two hands.
6. Once the appliance has settled (assuming no adjustment is needed on the internal aspect of the appliance), check the patient’s occlusion.

5.2 Checking Occlusion

To check the occlusion, use the horseshoe-shaped articulating paper.

1. First dry the teeth and the occlusal surface of the appliance with air/water syringe or cotton gauze.
2. Place the articulating paper on the lower arch, making sure that it covers the occlusal surface of each tooth.
3. Instruct the patient to bite down on the back teeth. ***It is important to remind your patient to close the back teeth together when marking occlusion.***
4. With the articulating paper in place, ask the patient to open and close his/her teeth several times and then grind them together.
5. Take the articulating paper out and remove the appliance.
6. The marks left by the articulating paper will guide you as to whether or not occlusal adjustments need to be made.



5.3 Adjusting the Appliance

The Snap-On Smile bur kit (manufactured by SS White) contains a series of burs that optimally adjust the Snap-On Smile appliance. Used along with the Snap-On Smile adjustment guide, you will be able to make most adjustments to the appliance right in your office. The Snap-On Smile bur kit is included in our Practice Development Kit and can also be ordered directly from Henry Schein.

If after more than ten minutes after insertion the patient describes feeling pressure or tightness, the appliance needs to be adjusted.

- If the patient experiences pressure creating a mesiodistal push or torque, or the pressure spot is at the gingival margin or cementoenamel junction, the Snap-On Smile® *carbide taper bur* (#079E-040) can be used to relieve pressure points.
- In cases of the mesiodistal pressure, the doctor can simply trim the internal spine in between the teeth, which is usually apparent in the case of diastemas. Such adjustments will have no effect on retention.
- In the case of pressure on either the lingual or buccal aspect of the appliance, use the same Snap-On Smile® *carbide taper bur* (#079E-040) to slightly trim the internal aspect.
- If the lingual aspect of the appliance is too thick or is causing a speech impediment, use the Snap-On Smile® *gross reduction carbide bur* (#251E-060) to thin out the lingual aspect. Since the lingual aspect of the appliance is a major connector, do not thin more than 0.75mm. We advise using a Boley Gauge or a dial caliper to ensure you do not make the lingual aspect of the appliance too thin.
- After reducing the lingual aspect, use the Snap-On Smile® *fine acrylic polisher* (#Pac-F) to smooth any grooves on the lingual aspect. We advise completing adjustments with the Snap-On Smile® *round brush bur* and *diamond polishing paste* to create a smooth surface on the appliance.
- For occlusal adjustments, you can use either of the carbide burs in the Snap-On Smile® bur block.



Carbide Taper Bur



Gross Reduction Bur



Fine Acrylic Polisher Bur

- For larger occlusal adjustments, use the Snap-On Smile® *gross reduction carbide bur* (#251E-060), and for smaller occlusal adjustments, use the Snap-On Smile® *tapered carbide bur*.
- Always complete all occlusal adjustments by using the Snap-On Smile® *fine acrylic polisher* (#Pac-F) followed by the Snap-On Smile® *round brush polisher*.
- In cases where the Snap-On Smile® appliance has occlusal openings, the rims of the holes may be too thick. In this instance, use the Snap-On Smile® *medium acrylic polisher* (#PAC-M) to burnish the resin to the tooth. This will completely smooth the occlusal aspect of the appliance. As always, complete this adjustment by using the Snap-On Smile® *fine acrylic polisher* followed by the Snap-On Smile® *round brush bur* with diamond polishing paste.
- In some cases, the doctor may want to deepen the embrasures in either the anterior or posterior of the appliance. This can be done simply by using the Snap-On Smile® *embrasure polishing disc*, lightly running the bur on a low-torque speed. This will remove small amounts of the material in the embrasure area. After this adjustment is complete, use the Snap-On Smile® *round brush polishing bur* along with diamond polishing paste to bring a high gloss to the appliance.
- Use the same procedure to achieve deeper incisal embrasures.
- If you need a flatter facial aspect, simply use the side of the Snap-On Smile® *fine acrylic polisher* to reduce the facial aspect to the desired depth and look. Again, complete the adjustment by using the Snap-On Smile® *fine acrylic polisher* to achieve a smooth finish and then the Snap-On Smile® *round brush bur* with a diamond polishing paste to create a high gloss.
- In some cases, the appliance may need to be adjusted in the Snap-On Smile lab.



5.4 Patient Care Instructions

What does my patient need to know about home care?

Inserting the appliance is as easy as 1-2-3

1. Establish the correct path of insertion
2. Place appliance over teeth
3. Starting at the back, apply pressure until the appliance snaps into place

Removing the appliance

- ✓ Always use two hands
- ✓ Starting at the back, gently tease the appliance from side to side
- ✓ Never twist or flex the appliance once it has been removed

Cleaning the appliance

- ✓ Place the appliance in the carrying case (a bowl or glass will work fine)
- ✓ Fill carrying case with water
- ✓ Add a capful of SOS cleaning powder
- ✓ Allow the appliance to soak for 15 minutes
- ✓ Remove the appliance and rinse
- ✓ If any residue remains, use a soft bristle toothbrush to gently brush the internal aspect of the appliance

NOTE:

- *Do not boil the appliance.*
- *Keep the appliance out of pets' reach.*
- *Never use toothpaste to clean the appliance.*

Business Development for Your Practice

In this section you will learn:

- ✓ How to use the Snap-On Smile Appliance to transition patients to more extensive treatment
-

6.1 Transitioning Patients to More Extensive Treatment

Patients who choose the Snap-On Smile[®] appliance as a treatment plan often transition to more extensive dental treatment. Why start with the Snap-On Smile[®] appliance? There are a variety of reasons a patient may reject an extensive treatment plan including financial concerns, lack of time, dental phobia or anxiety about what their new smile will look like. By offering the Snap-On Smile[®] appliance as a treatment plan, you can keep those patients coming to your practice for necessary cleanings and check-ups. And when the patient is ready to move forward with more invasive dental treatment, the procedures will be done in your practice.



Patient Presents



Patient with the Snap-On Smile[®] appliance



Patient transitions to porcelain veneers

6.2 How does Snap-On Smile appliance transition my patients?

Patients with dental phobia	The Snap-On Smile® appliance requires no invasive dental treatment. This can help ease frightened patients into more extensive treatments.
Patients who are unwilling to make the financial commitment	The Snap-On Smile® appliance is cost effective and completely reversible, so patients can return for more invasive procedures when financially able.
Patients who are anxious about how their cosmetic treatment will look	The Snap-On Smile® appliance can provide a preview to cosmetic procedures like crowns, veneers, and gingival contouring, making patients more comfortable about committing to extensive treatment.
Patients who haven't seen a dentist in a long time	The Snap-On Smile® appliance makes dentistry painless and delivers a beautiful smile. Once a patient's anxiety has been alleviated, he/she will be more likely to see the dentist regularly.
Patients with existing medical issues	Many patients who can't or don't want to have invasive treatment due to medical issues can use the Snap-On Smile® appliance without risk to their health. These patients are likely to return for more extensive treatment when their health improves.
Patients who need a quick fix for their smile	The Snap-On Smile® appliance can be made in just two weeks. Patients often want to make treatment more permanent when time allows.

6.3 What About “Lost Patients” and Retrieving Old Case Files?

Don't let your current patients become “lost patients.” When presenting extensive treatment plans, consider offering the Snap-On Smile® appliance as another treatment option. Approximately 80% of patients decline expensive, long-term treatment plans and can be lost to a practice. Keep these patients healthy and returning to your practice for regular cleanings and check-ups by offering the Snap-On Smile® appliance as a treatment option.

Patients who have not been active in the office for at least six months due to a previously rejected extensive treatment plan (due to costs and invasiveness), have a medical condition that precludes them from invasive treatment, dental phobic, are elderly, or can't undergo extensive restorative work are candidates for the Snap-On Smile® appliance.

These patients can now have non-invasive treatment with the Snap-On Smile® appliance because it's cost efficient, quick and easy. Our Snap-On Smile practices have found that about 40% of patients who choose the Snap-On Smile® treatment plan will move on to more extensive dental treatment.

Snap-On Smile Certified Practice Benefits

In this section you will learn:

- ✓ Educational Benefits of being a Certified Practice
 - ✓ Enhanced Customer Service Benefits
 - ✓ Marketing Opportunities and Customized Media Plans
 - ✓ Materials * On-Going Support
-

As a Snap-On Smile® Certified Practice, you receive a multitude of benefits including special Continuing Education programs, patient referrals, and advertising and marketing to support your local outreach.

7.1 Educational Benefits

What are the educational advantages of being a Snap-On Smile® Certified Practice?

We believe that education is the key to being a successful Snap-On Smile® Certified Practice. We offer a comprehensive program to our practices which include:

Product Specialists Visits	Our Snap-On Smile product specialists will provide an extensive training session on site at your practice and host certification seminars in your area. Feel free to call them at any time with any questions.
Comprehensive Training Manual	This manual contains everything you need to know about the clinical and business aspects of being a Snap-On Smile® Certified Practice. Please share the manual with your entire staff and keep it handy as one of your primary information resources.
Webinars and other Continuing Education venues	Attend these events for continual updates and information on the Snap-On Smile® appliance. Snap-On Smile will send you exclusive invitations to attend these educational events.
Weekly conference calls	You will have the option to participate in regular conference calls with Snap-On Smile specialists, including the inventor of Snap-On

Smile, Dr. Marc Liechtung. Snap-On Smile will send you invitations with dial-in information.
--

7.2 Customer Service Benefits

How will having dedicated customer service benefit my practice?

Snap-On Smile® Certified Practices also enjoy enhanced customer service with our most knowledgeable customer service agents:

- When you call Snap-On Smile customer service (1-877-7-snapon), please identify yourself as a Snap-On Smile® Certified Practice so your call will be given top priority
- Your cases will be expedited – your completed case will be returned to your office in less than two weeks from receipt of your Rx form and impressions

7.3 Marketing Snap-On Smile

How do I market Snap-On Smile in my area?

Snap-On Smile is providing your office with many ways to successfully market the Snap-On Smile® appliance in your practice. These marketing materials include:

Snap-On Smile Wall/ Ceiling Cling	Place this poster in a prominent location within the operatory -- in front of the patient chair or on the ceiling where the patient will see it when reclined in the chair
Patient Brochures	Prominently place in the waiting room in a location with easy access for patients
Demonstration Model and Snap-On Smile® appliance	Place in the operatory to provide patient a hands-on demonstration when discussing treatment
Look Book	Place in the operatory to show patient when discussing treatment
Doctor's Reference Guide	Keep as a handy reference and overview of the Snap-On Smile® appliance for your staff

Chairside Reference Guide	Keep in the laboratory or where appliance adjustments are routinely made for easy reference to impressions, insertion and adjustment instructions
Direct Mail Template	Use the template as a guide to create custom Snap-On Smile reminder cards and regularly send them to your patients
Snap-On Smile DVD	Play on a television in your waiting room or in operatories while patients are waiting

7.4 Additional Benefits:

- Inclusion in the Find-a-Dentist section of the Snap-On Smile website
- Lead generations and referrals from our dedicated customer service agents
- Co-op advertising funds based on case volume -- Snap-On Smile will purchase and place advertising (which may include customized emails, direct mail and local print and cable television spots) in support of your Snap-On Smile Certified Practice
- Access to additional advertising and patient marketing materials
- PR support including guidance with story placement in local press and media
 - General talking points to assist you in positioning Snap-On Smile and its benefits to local media
 - Press materials and visuals in downloadable form available to the practice and local media in the News & Media area of our web site
 - Possible access to Snap-On Smile's media relations specialists to liaison with you, or your publicist, to assist in prepping you for local publicity efforts

7.5 Marketing Snap-On Smile in your practice

In order to best support marketing efforts within your practice, please provide us with the following information:

- Basic practice information including address (es), phone number(s), fax number, email addresses and website addresses. This information will be used both by our corporate office and on the Snap-On Smile website in the referrals section
- A high resolution image of your practice's logo
- Preference of listing -- by the practice name or the dentist's name

- Testimonials from your patients who have successfully used the Snap-On Smile® appliance

7.6 Snap-On Smile® Certified Practice Commitments

- Participate in a Snap-On Smile comprehensive education and marketing training program for doctors and staff
 - Promise to review continuing education updates
 - Commit to promote and develop the Snap-On Smile® appliance as one of your major product lines
 - Contribute funds for co-op advertising (amount will vary by markets and by participating practices)
 - Promote Snap-On Smile on your practice's website
 - Provide patient case study information and photographs for Snap-On Smile Continuing Education and/or marketing use (we will provide you release forms for patients' signatures)
-