

## Essentials v2.0 — Syllabus

### Orientation

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- Welcome to Orientation
- Step 1: Complete the New Member Survey
- Step 2: Join the Community
- Step 3: Set Your S.M.A.R.T. Goals
- Begin Your Training with Fundamentals

[Completing Orientation Allows to Fundamentals]

# Fundamentals



## Introducing Fundamentals

- Understanding the Program
- Understanding Fundamentals
- Taking Molis Coaching Mobile

## Practice Fundamentals

- The Big 4
- The Whole Practice Approach
- Appointment Flow
- Speeches and Scripts

## Marketing Fundamentals

- Introducing General Dentistry Patients to Invisalign
- Introducing Invisalign Patients to Your Practice

## Clinical Fundamentals

- Taking Initial Patient Photos
- Recommended Invisalign Supplies
- Placing Attachments
- Cleaning Off Excess Composite
- Removing Attachments
- How to Perform IPR
- When to Perform IPR
- Addressing .2mm "Fake" IPR
- Why Both Arches Should Not Always Finish Simultaneously
- Why to Always Treat Both Arches

## UNLOCK More Content

- Essentials Modules 1 - 4
- Invisalign Go
- Continuing Education Credit

## Module Practice

# 1



### Practice Fundamentals

- Summary of Fundamentals

### Team Management

- Motivating your Team
- Team Performance Expectations & Standards

### Simplifying Financials

- Fees
- Payments
- Insurance Claims
- General Revenue Growth

### Leveraging Your Rep

- Leveraging Your Invisalign Sales Representative

### Addressing the Competition

- Addressing Other Aligner Companies in the Consult

### Virtual Care

- Welcome to Virtual Care
- Virtual Care Overview and Introduction
- Introducing a Patient to Virtual Care
- Introducing Your Team to Virtual Care
- Demonstration: Inviting Patients to Virtual Care
- Demonstration: Setting Up a Virtual Care Patient in IDS
- Demonstration: Virtual Appointments for General Dentistry Patients (Not in Virtual Care)
- Demonstration: Virtual Appointments for Virtual Care Patients

### Practice Integration Review

- Deep Dives
- Continuing Education Credit

## Module Marketing

# 2



### Marketing Fundamentals

- Summary of Fundamentals

### Marketing Building Blocks

- Introduction to Marketing
- Your Brand
- Your Office
- Your Website and Online Presence

### How to Attract New Patients

- In Print
- Online & Digital Advertising
- Through Word of Mouth
- In Big Business
- With Invisalign Production Days (IPD)
- By Finishing the Calendar Year Strong

### Managing Data and Assets

- Tracking Patients & Referral Data
- Using Your Invisalign Sales Representative's Marketing Capabilities

### Marketing Efficiency Review

- Deep Dives
- Continuing Education Credit

## Module Clinical Confidence

# 3



### Fundamentals Review

- Summary of Fundamentals
- Introduction to Clinical Confidence

### Elastics

- Precision Cuts and Elastics
- Techniques for Attaching Elastics

### Virtual C-Chain Aligners

- Using Virtual C-Chain Aligners
- Virtual C-Chain Aligners & Optimized Attachments

### Reducing Complexity

- Moving Bridges and Splinted Teeth as One Unit
- Derotation of Molars & Premolars
- Bolton Analysis
- Mandibular Advancement (Patient Education)
- Mandibular Advancement (Class II Corrections)
- Reshaping Teeth Using a Blue Disc
- How to Use the Invisalign Pontic Kit to Replace a Missing Front Tooth

### Completing Treatment Successfully and Efficiently

- Addressing Refinements (Additional Aligners)
- Bite Ramps
- Overcorrection Trays & Passive Aligners
- Resolving Black Triangles

### Retainers

- How to Bond a Lingual Bar

### Clinical Confidence Review

- Deep Dives
- Continuing Education Credit

# Module ClinCheck Roadmap

## 4



### Orientation

- Introduction to The Molis Coaching ClinCheck Roadmap
- Setting Your Preferences
- How to Submit a ClinCheck for Invisalign Treatment
- Completing a ClinCheck Review in 10 Steps (or Less)
- Submitting Your ClinCheck

### General ClinCheck Guidance

- Overview
- The Four Most Common Extra Movements
- Attachments
- Bite Ramps
- Elastics
- Round Tripping
- Passive Aligners
- Understanding Lead Tooth and Individual Movements
- Derotating Premolars
- Preventing Posterior Open Bite

### IPR - Interproximal Reduction

- Overview of IPR When Modifying a ClinCheck
- Posterior IPR & Greater Patient Satisfaction
- Finding IPR Options
- How to Move Anterior IPR to the Posterior
- When to IPR in the Anterior
- .2mm "Fake" IPR

### Malocclusions

- Introduction to Malocclusions
- Diastema
- Class 2 Div 2
- Minor Crowding
- Chipped Teeth
- 1 or 2 Tooth Posterior Crossbite
- Lower Angled Incisor
- Anterior Wear
- Whole Side Posterior Crossbite in Adults
- Whole Side Posterior Crossbite in Teens
- Minimal Overjet (with more crowding on the lower than upper), Edge to Edge, or Slight Class 3
- Narrow Arches
- Large Overjet
- Extractions
- Severe Crowding with Rotated Maxillary Lateral
- Rotated Lower Incisors
- Deep Bite
- Anterior Open Bite
- Congenitally Missing Laterals and Canines
- Summary of Malocclusions

# Reference

## Speeches

- Doctor Consultation Speech
- Assistant Initial Delivery Speech
- Doctor Initial Delivery Speech
- Assistant Second Delivery & Bleaching Speech
- Assistant End of Treatment Speech
- Refinement Delivery Speech
- Doctor End of Treatment & Retainer Speech

## Digital Downloads

- Online Reviews
- Invisalign Instructions for Patients
- Bleaching Instructions for Patients
- Appointment Flow Worksheet

## Group Rate Discounts

- Dental Supplies
- Patient Scheduling (with Revenue Well)
- Flexible Payments (with Care Credit)
- Branded Products
- Marketing Services
- Promotional Backdrops

## iTero

- The iTero® Scanner Review
- How to Scan a New Patient
- Using the iTero® to Take a Digital Scan for a Crown Prep
- iTero® Scanner Troubleshooting Part 1
- iTero® Scanner Troubleshooting Part 2

## Exclusive Presentations

- Invisalign BP Summit - 2019: Case Shootout
- Invisalign BP Summit - 2019: Setting the Bar Higher
- Invisalign BP Summit - 2019: Clinical Complexity Made Simple
- Webinars: Align Technology: Flywheel of Momentum
- Webinars: Align Technology: Setting the Bar Higher

## Molis Moments

- Edge-to-Edge Bite Fix
- Addressing TMJ Questions
- Pre-Restorative for Chipped Teeth
- Placing Attachments on Crowns
- Breaking a Thumb Sucking Habit

## Case of the Month

- Narrow Arch, Precision Cuts, Anterior Open Bite
- Extraction Case
- Anterior Open Bite
- Canine Extrusions, Anterior and Posterior Crossbite
- Diastema Closure with Proclined & Tipped Teeth
- Severe Overjet & Excessive Curve of Spee
- Fixing a Slight Class 3 by Leaving Residual Space Distal to the Canines
- Anterior Crossbite with Lower Rotated Incisors
- Unilateral Posterior Cross-bite, Midlines Off, 10mm Overjet with a Teen
- Edge-to-Edge Bite (Upper Straight with Lower Crowding)
- How to Close a Diastema on One Round
- Severely Lingualized Lower Premolars
- Preventing a Posterior Open Bite

## Patient Testimonials

- TMJ & Migraines
- Extraction
- Diastema

## Molis Dental Office Tours

- Burr Ridge, IL
- South Holland, IL

## Module Invisalign Go

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### Introduction

- Welcome to Invisalign Go!
- Where Invisalign Go Sits in Your Journey

### Starting Go Cases

- Case Assessment for Invisalign Go
- Case Assessment with the Mobile App
- Case Assessment with iTero
- Patient Financing
- A Note About Workflow

### Clinical

- Clinical Introduction
- Assessing an Invisalign Go ClinCheck
- Comparing Treatment Plans (Turning IPR & Attachments On/Off)
- Treating an Invisalign Go Case from Start to Finish

### Invisalign Go Summary