

# Modern Dental Thermofforming

The Highly Profitable Path to  
Clinical Excellence, Consistency  
and Precision

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# Foreward and Executive Summary

## Modern Dental Thermoforming – A New, Highly Profitable Path to Clinical Excellence, Consistency and Precision

The sole purpose of this resource for Dental Professionals is to provide knowledge and know-how so that balanced, sound decisions may be made in the financial, clinical and operational assessment of thermoforming systems.

*Modern Dental Thermoforming* closely describes and analyses the surprising profits, range of applications, benefits and opportunities of modern dental thermoforming together with the pitfalls, limitations and misconceptions. The net result is; you will be in a position to decide if a thermoforming system is appropriate for your practice or laboratory and if so, just what you can reasonably expect it to deliver, clinically and financially.

*Modern Dental Thermoforming* is based on the accumulated knowledge and experience I have gained in 25+ years of coaching, advising, trouble-shooting and marketing thermoforming at the highest levels. I have no financial links with any thermoforming equipment or material producer.

## The Unrealised Potential and Profitability of Thermoforming

Whether or not your knowledge and experience of thermoforming is elementary, or you have experienced dubious thermoforming outcomes, *Modern Dental Thermoforming* will show you a new, financially viable path to thermoforming clinical excellence, consistency and precision.

You will know as much as the experts. Skills will easily be developed with the right equipment, materials, instruments and accessories. You will produce appliances that are highly comfortable and usually a noticeable improvement on those produced by traditional methods.

Expect to:

- Build comfortable, crystal clear, highly polished, hard or soft/hard splints that fit with a balanced occlusal plane and point contact in 15 to 20 minutes
- Easily and simply add ramps, cuspid guidance or any other features to splints with such precision and control they are indistinguishable from processed splints
- Form and finish micron accurate bleaching trays in a few minutes
- Provide unparalleled levels of protection with state of the art, multi-layer sports mouthguards and softer, comfortable, fun mouthguards with graphics for kids
- Build comfortable interim partial dentures for implant patients in 25 to 35 minutes
- Reduce by 85% the free monomers of ortho devices made by the traditional ‘salt and pepper’ technique

## Bonus Tools to Minimise Risk

Every dental professional knows there are potential problems and associated risks with any investment. Identifying risk is a consistent theme throughout *Modern Dental Thermoforming*. Potential problems are highlighted rather than glossed over or ignored.

A free Bonus Report and two Interactive Tools are unique resources that allow you to step back and realistically evaluate the advantages and the problems of thermoforming.

*Thermoforming Profit Calculator* is another interactive tool. Enter elementary data such as lab fees and material costs and it will calculate the profit, return on investment and the number of months it will take to get your money back.

*Risk Reduction Scorecards* are an interactive tool to rate and identify the most appropriate thermoforming systems for you. The *Scorecards* identify the major features of vacuum and pressure systems, allowing you to rate and compare competing brands and models to reach a clear, unequivocal result.

With these tools and the extensive information available for the first time in *Modern Dental Thermoforming*, you will be able to comfortably make balanced, informed decisions that are in your best interests and those of your patients and clients.

I wish you every success



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# The Benefits you Should Demand from a Thermoforming System

As clinical demands and patient expectation grow in dentistry, patient's experiences and comfort dramatically affect the success of practices. Due to its accuracy, thermoformed devices produced with a good system and high quality materials, bring great patient praise and referrals.

These are some of the benefits you should expect by investing in one of today's better thermoforming systems:

## Financial Viability

- 100% return on your investment (ROI) in less than a year. Many installations achieve up to 400% return in Year 1.
- Use the FREE 'Thermoforming Profit Calculator' supplied with this manual. Insert the data specific to your practice or laboratory to calculate:
  - Annual profit a system will generate for you
  - The Return on Investment
  - Number of months it will take to recover your investment

## Production

- Simple, fast, easy training produces high quality results
- Devices can be produced with general practice staff and are not dependent on high skill levels
- Saves time – 15 minute occlusal splints
- Lower administration complexity and costs
- Elimination of or at least a massive reduction in free monomers. For example, orthodontic expansion plates may have up to 85% reduction in free monomers over the 'salt and pepper' technique
- Minimal or zero noise levels

## Clinical

- More treatment options
  - Increases revenue
  - Improves patient experience
- Micron accurate adaptation
  - Gives consistency
  - Reduces chair time for patient and doctor

- Improves device retention
- Reduces remakes with ‘first time every time fit’
- Gives greater comfort
- Improved clinical results
  - Patients wear devices longer
  - Patients are more compliant and more willing to follow instructions

## **Laboratories**

- Advanced thermoforming systems increase the number of revenue streams, the lab’s service to clients and the quality and acceptability of its output