

Are you Ready for White Label Aligners?

1. How many clear aligner cases have you personally finished in your career?

- a. 0-5
- b. 5-10
- c. 10-20
- d. 20+

2. What is your existing revision/refinement/MCC rate on your finished clear aligner cases?

- a. More than 50%
- b. More than 30%
- c. 10-30%
- d. Less than 10%

3. Is your staff and team excited about clear aligners?

- a. Not really
- b. So-So
- c. Mostly
- d. YES all of them are PSYCHED!

4. What percentage of your patients accept your aligner treatment plans when you recommend them and actually START treatment?

- a. Less than 20%
- b. 20-40%
- c. 40-60%
- d. Above 60%

5. Do you own a scanner?

- a. No and not planning to get one anytime soon
- b. No but I am shopping for one soon
- c. No but I am in the process of buying one
- d. YES!

6. (Skip this question and give 0 points if you don't currently have a scanner)
If you own a scanner, is it an iTero?

- a. Yes
- b. No

7. How quickly does it take you on average to scan a full case for aligners?

- a. More than 20 minutes
- b. 15-20 minutes
- c. 10-15 minutes
- d. Less than 10 minutes

8. Do your patients often balk at your Invisalign or ClearCorrect prices and down payment?

- a. No
- b. Yes

9. Are you UNDERWATER when you start an average Invisalign or ClearCorrect case? Eg- Do you ALWAYS collect enough down payment to cover your lab fee so that you have positive cash flow on the case at all times?

- a. No
- b. Yes

RESULTS:

Score 1 point for every "A"

Score 2 points for every "B"

Score 3 points for every "C"

Score 4 points for every "D"

8 - 12 POINTS

13 - 20 POINTS

21 + POINTS