

Waterlase Dentistry™ R.O.I.

Monthly Lease Payment	New Monthly Revenue Created
\$1,250*	\$4,800–\$9,600

- Waterlase MD Turbo enables dentists to **perform procedures they currently refer out to specialists**, for example:
 - Class V with Gingivectomy = **\$160**
 - Perio Treatment Quadrant of 4-7mm pockets 4 @\$375/ea = **\$1,500**
 - Hard-tissue Crown Lengthening = **\$520**
 - Herpetic or Aphthous Ulcer = **\$308**
 - Frenectomy = **\$355**
- **\$300-\$600/day** in additional revenue
- Procedures are **easy-to-learn, easy-to-perform** provided dentist attends clinical training, which is included in cost of laser

Dentist's Return on Investment: 284%–668%

**Does not include potential Section 179 tax savings, which may significantly reduce actual cost of laser. Tax and shipping not included. **Source: National Dental Advisory Service 2008 Pricing Program, using highly conservative, 50th percentile fees. Consult your tax advisor.*

BIOLASE®

Opportunities are Easy for Dentist to See



New Sales Tool lets dentist record exactly how many Waterlase Dentistry™ procedures they refer out in a week AND how much revenue they could have earned...

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Week of: / /	Please Record How Many of Each Procedure You Refer Out This Week	CDT Code	50% Fee	# Referred Out
Diagnostic	Comprehensive Oral Evaluation: New or Established Patient	0150	\$69	
	Intraoral: Complete Series (Including Bitewings)	0210	\$102	
Restorative	Sealant per Tooth	1351	\$45	
	Class I, III & V Composites (1 Surface)	2330 Anterior / 2391 Posterior	\$129 / \$138	
	Class II & III Composites (2 Surfaces)	2331 Anterior / 2392 Posterior	\$160 / \$180	
	Class II & III Composites (3 Surfaces)	2332 Anterior / 2393 Posterior	\$190 / \$232	
	Class II, III & IV Composites (4 or More Surfaces or Involving Incisal Angle)	2335 Anterior / 2394 Posterior	\$238 / \$268	
Endodontics	Therapeutic Pulpotomy (Excluding Final Restoration)	3220	\$155	
	Endo Anterior (Excluding Final Restoration)	3310	\$580	
	Endo Bicuspid (Excluding Final Restoration)	3320	\$687	
	Endo Molar (Excluding Final Restoration)	3330	\$827	
	Apicoectomy/Periradicular Surgery Anterior	3410	\$533	
	Apicoectomy/Periradicular Surgery Bicuspid (1 st Root)	3421	\$601	
	Apicoectomy/Periradicular Surgery Molar (1 st Root)	3425	\$700	
	Apicoectomy/Periradicular Surgery (Each Additional Root)	3426	\$288	
Retrograde Filling (Per Root)	3430	\$220		
Periodontics	Gingivectomy (Soft Tissue Only) 4 or More Teeth per Quadrant	4210	\$500	
	Gingivectomy (Soft Tissue Only) 1-3 Teeth per Quadrant	4211	\$191	
	Anatomical Crown Exposure 4 or More Teeth per Quadrant	4230	\$520	
	Anatomical Crown Exposure 1-3 Teeth per Quadrant	4231	\$458	
	Gingival Flap Procedure Including Root Planing Soft Tissue Only 4 or More Teeth per Quadrant (Site Specific Perio)	4240	\$592	
	Gingival Flap Procedure Including Root Planing Soft Tissue Only 1-3 Teeth per Quadrant (Site Specific Perio)	4241	\$496	
	Clinical Crown Lengthening-Hard Tissue per Tooth	4249	\$604	
	Osseous Surgery 4 or More Teeth per Quadrant	4260	\$850	
	Osseous Surgery 1-3 Teeth per Quadrant	4261	\$700	
	Osseous Surgery 1-3 Teeth per Quadrant	4262	\$700	

One Example: Dr. David Eshom

PROCEDURE	REVENUE ADDED
Minimally Invasive Multi-quadrant Cavity Preparations with Less Anesthetic	\$2,500/mo
Osseous Crown Lengthening for Same-day Crown Impressions	\$900/mo
Minimally Invasive Cosmetic Osseous Crown Lengthenings	\$1,800/mo
Cosmetic Gingival Recontourings	\$1,200/mo
TOTAL	\$6,400/mo

Return on Investment: 412%

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ezlase™ R.O.I.

Monthly Lease Payment	New Monthly Revenue Created
\$890*	\$1,600–\$3,200

- ezlase laser enables dentist to **improve soft-tissue procedures** and **provide additional revenue-generating services**, for example:
 - Laser Curettage/Sulcular Debridement **\$30-\$100/visit***
 - Gingival Recontouring **\$191-\$500/quadrant**
 - Teeth Whitening In-office **\$250/arch**
 - Pain Therapy and Relief **\$49–\$500/treatment**
- **\$100-\$200/day** average additional revenue
- Procedures are **easy-to-learn, easy-to-perform** provided dentist attends clinical training, which is included in cost of laser

Dentist's Return on Investment: 80%–260%

**Does not include Section 179 tax savings, which may significantly reduce actual cost of laser. Tax and shipping not included. **Source: National Dental Advisory Service 2008 Pricing Program, using highly conservative 50th percentile fees. Consult your tax advisor.*

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