

Taking Your Practice from Good to Great.

waterlase[®]dentistry



Limited Edition Red

Dual Wavelength Waterlase iPlus™ All Tissue Laser

Nothing else you can do for your practice will benefit your patients, your clinical results, your profitability, and your personal satisfaction, all at once like Waterlase Dentistry. Pain-free cavity preps with no anesthetic, referring out fewer patients, increased productivity and revenue, and greater professional fulfillment will take your practice from **Good to Great**.

7 SIGNS OF A GOOD PRACTICE WITH UNDERLYING CHALLENGES <small>CIRCLE THE ONES YOU SEE IN YOUR PRACTICE</small>	7 WAYS WATERLASE DENTISTRY CAN MAKE A GOOD PRACTICE GREAT	CLINICAL PROCEDURES	CDT CODES FOR ADDITIONAL PROCEDURES	SAVINGS/ADDED REVENUE OF A GREAT WATERLASE DENTISTRY PRACTICE <small>AT 50TH PERCENTILE FEE</small>
Slow Practice, Parking Lot Empty Than Usual	Waterlase Dentistry Attracts New Patients, Retains Current Patients <ul style="list-style-type: none"> Improved patient comfort and reduced anxiety Fewer referrals – your patients want YOU to treat them Increased billable procedures 	Attracting New Patients & Retaining Existing Patients	0150, 0210	Each new patient = avg. \$1,150/yr Referring out patients costs \$350-\$700/day in lost revenue
Waiting Room Too Full, Dr. Running Behind	Waterlase Dentistry Helps Handle Cases More Efficiently <ul style="list-style-type: none"> Reduced chair time and setup costs Same-day multi-quadrant restorations Near high-speed drill cutting efficiency 	Minimally Invasive Class I, II, III, IV, VI with Less Anesthetic	2330, 2391, 2331, 2392, 2332, 2393, 2335, 2394	Saves approx. \$230/day (30 min/day at \$460/hr)
Dr. Stressed Out, Frustrated with Work	Waterlase Dentistry Improves Access and Field of Vision <ul style="list-style-type: none"> Better access and field of vision via gingival recontouring Minimal/no bleeding without packing cord Illumination at the site 	Subgingival Class V Caries & Abfractions with Gingivectomy	4210, 4211	\$220-\$575/quadrant
Staff Turnover from Practice Stress	Waterlase Dentistry Solves Biologic Width Problems^{1,2,3} <ul style="list-style-type: none"> Take impressions and place same-day restorations Improve productivity of entire staff Vital bone at the margin, with minimal collateral tissue damage 	Minimally Invasive Osseous Crown Lengthening	4249	\$681/tooth
Patients Frustrated, Disappointed at Being Referred Out	Waterlase Dentistry Solves Persistent Perio Problems <ul style="list-style-type: none"> Removal of highly inflamed edematous tissue affected by bacteria penetration Sulcular debridement of periodontal pocket to improve gingival index, gingival bleeding, probe depth, attachment loss and tooth mobility 	Minimally Invasive Periodontal Surgery	4240, 4241, 4260, 4261	\$920-\$977/quadrant
Dr. Avoiding Endo because of Failures/Retreatments	Waterlase Dentistry Delivers Superior Disinfection of Root Canal⁴ <ul style="list-style-type: none"> Waterlase MD with Radial Firing Tips reduces bacterial counts to levels approaching sterilization 	Endodontics	3310, 3320, 3330	\$669-\$939/tooth
Chaotic Environment, Appointments Slipping	Waterlase Dentistry Quickly Solves "Emergency" Sores <ul style="list-style-type: none"> Treat aphthous ulcers and herpetic lesions Faster recovery Simple 5 min solution keeps emergencies from disrupting schedule 	Aphthous & Herpetic Lesions	7465	\$393/lesion
	BILLABLE CDT CODES YOU CAN ADD TO YOUR PRACTICE >			\$350-\$700/day in ADDED REVENUE = \$69K-\$120K/yr

1. Dyer B. Minimally Invasive Osseous Crown-Lengthening Procedure Using an Erbium Laser: Clinical Case and Procedure Report. J Cosm Dent. 2008 Winter; 23(4): 72-78
 2. Lee CY. Procurement of autogenous bone from ramus with simultaneous the mandibular third-molar removal for bone grafting using the Cr:YSGG laser: a preliminary report. J Oral Implantol. 2005; 31(1):32-8
 3. Rizioi I, Eversole LR, Kimmel A. Osseous repair subsequent to surgery with an erbium hydrokinetic laser system. In: Antypas G, ed. International Laser Congress: Athens, Greece, September 25-28, 1996. Bologna, Italy: Inter-national Proceedings Division; 1997:213-221.
 4. Gordon W, Atabakhsh VA, Meza F, Doms A, Nissan R, Rizioi I, Stevens RH. The antimicrobial efficacy of the erbium, chromium:yttrium-scandium-gallium-garnet laser with radial emitting tips on root canal dentin walls infected with Enterococcus faecalis. J Am Dent Assoc 2007 Jul; 138(7): 992-1002

BIOLASE

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	\$79	
	Intraoral: Complete Series (Including Bitewings)	0210	\$120	
Restorative	Sealant per Tooth	1351	\$49	
	Class I, III & V Composites (1 Surface)	2330 Anterior / 2391 Posterior	\$148 / \$161	
	Class II & III Composites (2 Surfaces)	2331 Anterior / 2392 Posterior	\$185 / \$210	
	Class II & III Composites (3 Surfaces)	2332 Anterior / 2393 Posterior	\$225 / \$262	
	Class II, III & IV Composites (4 or More Surfaces or Involving Incisal Angle)	2335 Anterior / 2394 Posterior	\$282 / \$315	
Endodontics	Therapeutic Pulpotomy (Excluding Final Restoration)	3220	\$181	
	Endo Anterior (Excluding Final Restoration)	3310	\$669	
	Endo Bicuspid (Excluding Final Restoration)	3320	\$779	
	Endo Molar (Excluding Final Restoration)	3330	\$939	
	Apicoectomy/Periradicular Surgery Anterior	3410	\$635	
	Apicoectomy/Periradicular Surgery Bicuspid (1 st Root)	3421	\$709	
	Apicoectomy/Periradicular Surgery Molar (1 st Root)	3425	\$803	
	Apicoectomy/Periradicular Surgery (Each Additional Root)	3426	\$350	
	Retrograde Filling (Per Root)	3430	\$252	
Periodontics	Gingivectomy (Soft Tissue Only) 4 or More Teeth per Quadrant	4210	\$579	
	Gingivectomy (Soft Tissue Only) 1-3 Teeth per Quadrant	4211	\$250	
	Anatomical Crown Exposure 4 or More Teeth per Quadrant	4230	\$630	
	Anatomical Crown Exposure 1-3 Teeth per Quadrant	4231	\$552	
	Gingival Flap Procedure Including Root Planing Soft Tissue Only 4 or More Teeth per Quadrant (Site Specific Perio)	4240	\$672	
	Gingival Flap Procedure Including Root Planing Soft Tissue Only 1-3 Teeth per Quadrant (Site Specific Perio)	4241	\$564	
	Clinical Crown Lengthening-Hard Tissue per Tooth	4249	\$681	
	Osseous Surgery 4 or More Teeth per Quadrant	4260	\$973	
	Osseous Surgery 1-3 Teeth per Quadrant	4261	\$792	
	Bone Replacement Graft 1st Site in Quadrant	4263	\$601	
	Bone Replacement Graft Each Additional Site in Quadrant	4264	\$459	
	Localized Delivery of Chemotherapeutic Agents per Tooth by Report	4381	\$68	
Oral and Maxillofacial Surgery	Surgical Access of an Unerupted Tooth	7280	\$440	
	Biopsy of Oral Tissue-Soft	7286	\$284	
	Transseptal Fiberotomy/Supracrestal Fiberotomy	7291	\$280	
	Destruction of Lesion(s) by Physical or Chemical Method	7465	\$393	
	Removal of Lateral Exostosis (Maxilla or Mandible)	7471	\$575	
	Removal of Torus Palatinus	7472	\$750	
	Removal of Torus Mandibularis	7473	\$674	
	Frenulectomy (Frenectomy or Frenotomy)	7960	\$410	
Adjunctive General Services	Excision of Pericoronary Gingiva	7971	\$227	
	Palliative (Emergency) Treatment of Dental Pain	9110	\$114	
	Application of Desensitizing Medicament	9910	\$55	

TOTAL: