



IB Process & Workflow



Learning **the Injection Bonding technique**, and successfully integrating an IB protocol in your practice may seem challenging and overwhelming. **Not to worry!** We are here to assist and guide you every step of the way to ensure your **confidence and success**.



»»» LEARN THE TECHNIQUE

Mastery of the technique comes first. Ensure that you can “deliver the goods” before implementing the protocols in your office. Injection Bonding is not “hard” to do; any dentist with skill at placing and finishing composite resin restorations should be able to handle injection bonding. But, some steps at the process are technique sensitive and require attention and focus.

MARKETING <<<

Marketing involves educating and attracting patients both in your practice and outside prospective patients. The SmileBOND brand is perfect for this! Once certified in the technique, we can authorize you to use the SmileBOND logo and marketing templates, and share our 20+ years of successful ways to bring patients into your practice for cosmetic Smile Enhancement.



»»» INITIAL CONSULTATION

Once you have attracted a patient, you must qualify them, and book them into your treatment schedule. This may be done in a 15 to 20 minute consultation visit (in my practice we do not charge for this visit). Use the consultation form provided by SmileBOND. You can quickly learn why they are seeking treatment, and if they are ready, willing, and able to pay the fee for SmileBOND Injection Bonding. If they are highly motivated, records should be obtained at this visit, before they leave the office.

If desired, Dr. Bill will schedule a virtual consultation with you and your patient. You may then learn Dr. Bill's effective way to engage with the patient and obtain bookings for the treatment.



»»» RECORDS & LAB PRESCRIPTION

For new patients you must obtain a health history and perform a comprehensive dental exam. Necessary x-rays must be obtained, and/or transferred from another office. For the SmileBOND work up, you must obtain close-up and full-face photos (see the SmileBOND gallery for necessary format and templates), and dental arch models. Polyvinyl impressions or stone or printed models, should be sent to the SmileBOND Lab at 2524 Lake Lansing Rd Lansing MI, 48912. A color test should also be performed at this visit. Express a pea sized portion of the proposed color of composite on the patient's central incisor and cure (do

not etch or use bonding agent, so the "test button" may be removed easily). 2 or more shades may be tested adjacent to one another for comparison. Once cured and tacked on, sit the patient up and view the shade buttons in natural light (no treatment or loupe lights) and discuss the options and the patient's goals for color.

Once records are obtained, fill out a lab prescription and send the records to SmileBOND Lab for processing and work-up. SmileBOND will send back a before and after (proposed) model for you to use at your next meeting with the patient.





➤➤➤ MODEL WORK-UP REVEAL WITH THE PATIENT

This is the most critical step for generating excitement and revenue from SmileBOND Injection Bonding! If done correctly, at this visit, once the patient sees the comparison of their dental models with the proposed improvements, they will consent to treatment, pay a down-payment, and book an appointment in the schedule for treatment.

This is a good visit to review the initial consult form, review the informed consent form, answer questions, and obtain the patient's signature (use the consent form provided by SmileBOND, which will be on the reverse side of the initial consult form).

➤➤➤ SMILEBOND DAY! (TREATMENT)

Deliver the pre-planned restoration using the custom bonding shells provided in the treatment kit (estimated visit time 2-3 hours, including short breaks).

➤➤➤ POST-OP PHOTOS & TALENT RELEASE

Obtain close-up and full-face after photos in the SmileBOND format. Obtain talent release signatures using the form provided.



Congratulations on your first Injection Bonding case!

Repeat steps 2-7 with the next patient.



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