

New Patient Workflow Steps



As presented by Dr Marcos White

As part of the Digital Excellence Series event, The digitally powered new patient experience.

The Pre Clinical Consultation (PCC)



1. Introduction
2. Set the agenda
3. iTero scans
4. Invisalign Outcome Simulation
5. Aspirational Smile Image: ASI
6. Discuss Treatment Options
7. Discuss Costs and Finance
8. Take Deposit for Definitive Treatment Planning
9. Hand Business Card

Definitive Treatment Planning (DTP): data acquisition



1. Introduction
2. Set the agenda
3. "How did you hear about us?"
4. "How can we help?"
5. Clinical Examination and Bitewings
6. Clinical Photography
7. Invisalign Photo Uploader
8. OPT

Definitive Treatment Planning (DTP): case presentation



1. ASI presentation
2. Invisalign Recap
3. Patient Specific Observations: challenges / limitations
4. Confirm costs of treatment
5. Describe monthly costs on 0% finance
6. Describe next steps: lead times, appointments and consent to follow by email
7. Leave TCO to run finance

View the full event recording with Dr Marcos White and Dr Kristina Baumgarten. <https://itero.com/march2>

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