ADDRESSING PATIENT OBJECTIONS



1. IT'S TOO EXPENSIVE

On average, AcceleDent costs 10% or less of orthodontic treatment costs and, at our office, we offer patients financing options so AcceleDent may only add an additional \$____ a month. Many of our patients say that AcceleDent is well worth the investment because the FDA-cleared device sped up their orthodontic treatment and alleviated discomfort. You can read real patient reviews at realself.com and see what patients are saying about AcceleDent.

2. DOES IT REALLY WORK?

Yes! We have seen great results in our practice with compliant patients who used FDA-cleared AcceleDent to speed up their treatment and reduce discomfort. Improving the patient experience is important to Dr._____ and rest assured that he/she only uses and recommends technology that has been proven safe and effective.

Additionally, there are several peer-reviewed and clinical studies that show AcceleDent speeds up orthodontic tooth movement and reduces discomfort during treatment with braces and aligners. Over 100,000 AcceleDent units have been sold worldwide.

3. I SAW SOME NEGATIVE STUDIES ONLINE.

There are several positive studies that show AcceleDent is safe and effective, but with any new technology, there will be studies that report differing conclusions. The same held true when clear aligners and self-ligating brackets were introduced to the orthodontic industry and there are still conflicting studies about these innovations today. Some of the recent studies on AcceleDent did not track patient compliance, so the studies may not be accurate. If a patient does not use the device as prescribed, it's not going to work.

Dr. ____has treated more than ___ patients with AcceleDent and has thoroughly reviewed the science, research and clinical data supporting AcceleDent. We believe that AcceleDent significantly improves the treatment experience by helping you get the smile you want faster and more comfortably.

4. IS IT SAFE?

Yes! AcceleDent is an FDA-cleared, Class II medical device, which has been demonstrated safe and reliable in US Clinical Trials. There have been over 100,000 units sold worldwide of this device with no adverse effects.

5. WILL IT BE UNCOMFORTABLE?

No, AcceleDent's SoftPulse Technology delivers gentle vibrations that are safe, and patients have said that it felt like a massage for their mouth. AcceleDent's vibrations exert up to 8x less force than a power toothbrush and 200x less force than ordinary chewing. Plus, it's been proven to alleviate discomfort often associated with orthodontic treatment by up to 71%, so you will be more comfortable using the device!



6. 20 MINUTES IS A LONG TIME.

The time goes by quickly! AcceleDent is a small, hands-free device that is easy to incorporate into daily routines with minimal, if any, disruption. Patients use AcceleDent while watching TV, showering (it's waterproof), reading a book, using their computer or driving to work. Many patients find that AcceleDent's gentle vibrations offer an immediate relief to discomfort during braces and aligner treatment so oftentimes they want to use AcceleDent longer than the recommended 20 minutes.

7. WHY DOES IT COST MORE IF IT'S FASTER?

With orthodontic treatment, you are paying for a final result, not the time it takes to get to that final result. By speeding up your treatment, this means less visits to our office, less time in treatment, less discomfort during treatment, and getting that healthy beautiful smile faster!

8. I WON'T REMEMBER TO USE IT.

There's an app for that! The AcceleDent App allows patients to set daily reminder notifications and also communicate with the practice among other features. It's a great way to see your device usage and make sure you're taking full advantage of AcceleDent's benefits during treatment. The AcceleDent App is available for Android and Apple devices.

9. ARE ALL ACCELERATED ORTHODONTIC DEVICES THE SAME?

No. AcceleDent is the only accelerated orthodontic device that has been proven to reduce discomfort. AcceleDent is also the only vibratory orthodontic device that is an FDA-cleared, Class II medical device, which ensures safety and effectiveness. AcceleDent's patented SoftPulse Technology delivers vibrations that exert up to 8x less force than a power toothbrush and 200x less force than ordinary chewing.

10. CAN I BEGIN USING ACCELEDENT AFTER I'VE ALREADY STARTED TREATMENT?

Yes. You can begin using AcceleDent at any time during orthodontic treatment with braces or aligners. In addition to wanting to speed up their treatment, several patients have opted to begin using AcceleDent after experiencing the discomfort of changing aligners or wire adjustments for the first time. However, you'll experience the greatest benefit if you incorporate AcceleDent at the beginning of your orthodontic treatment journey.