

Prospecting Questions:

IntraOral Scanning

Dr Name:_____

*Neodent Rep:*_____

- What is your interest level in IOS on a scale of 1-10?

- What are your most common restorative cases? How many per month?

- Do you offer clear aligners at your practice?

- Do you know if your lab(s) accept digital files?

- Do you utilize digital imaging in your practice? What are the advantages over film?

- How many impressions do you take a month? How long is your average impression? How many implant impressions per month? How long are those appt's?

- How often do you need to adjust the fit of your crowns?

- How often do remakes occur?

- What is the next piece of technology on your wish list?

- How would you like to demo an impression scanner in office?