

Presenting the OVC to your patients

The One Visit Crown gives you another full occlusal coverage option for a great clinical outcome. We get asked often - how do I present this to my patients for optimal case acceptance?

Ask yourself, “will these heavily filled teeth last the distance?” If not, the patient deserves an honest recommendation to get full coverage.

The most important thing is to initiate a conversation with your patient about their options. Never try to assume what they will or won't accept. Most dentists offer their patients three options, and clearly discuss the cost, plus the advantages and disadvantages of each. Many patients will choose the OVC based on price. Most importantly, be confident. High self-belief leads to high success.

Option 1: a large composite filling

Points to mention:

- A large filling restores the tooth from the inside by replacing the decay with tooth coloured composite.
- This option is the cheapest (mention, however, that it does not strengthen your tooth nor have the aesthetics like an OVC or a traditional crown).



Option 2: a One Visit Crown (OVC)

Points to mention:

- The OVC is a mid-range priced option that you can get for under \$1000 (or whatever your price point is).
- It is a relatively new technique, however high user dentists who have done over 500 cases have had very high success rates (very low failure rates) over a five year period.
- It has good aesthetics and strengthens your tooth just like a traditional crown.
- It can be fitted to what is left of your tooth, which means it is more conservative than other crown options and requires less reduction of your tooth.
- The tooth impression is taken at the consultation appointment - of the tooth as it is. The OVC is prepped and fitted in one single procedural appointment and doesn't require a temporary crown.

Option 3: a porcelain or ceramic crown

Points to mention:

- This is the most expensive option (mention your price).
- It has good aesthetics and strengthens your tooth.
- Traditional crowns require two procedural visits as an impression needs to be taken of the prepped tooth - meaning you will need a temporary crown also.
- CAD/CAM crowns can be completed in a single procedural visit (mention how long they take).

You may wish to use a tooth model or a brochure to explain the different options.

Rhondium sells an OVC Demo Training Kit specifically for this purpose. It contains a typodont tooth model and two demo OVC's. Additionally you may find it useful to use one of our brochures.

You can find more information at www.rhondium.com.



OVC™
One Visit Crown