INSTANT IMPACT
THE IMPORTANCE OF CLASS II PROCEDURES TO YOUR PRACTICE

WHY CLASS II RESTORATIONS MATTER
The Class II restoration is more important to your practice than you may think. By optimizing your Class II procedures throughout every touch-point in your practice, it can be an instant way to improve profitability. From using quality materials to educating your staff, your whole practice can be more efficient and successful at performing one of the most impactful procedures.

APPROX. 1/3 OF ANNUAL REVENUE COMES FROM DIRECT RESTORATIONS

45% OF DIRECT RESTORATIONS ARE CLASS II
26% OF PEOPLE BLAME A BAD DENTAL EXPERIENCE FOR NOT RETURNING
33% OF ANNUAL DENTAL PATIENTS WILL EXPERIENCE A CLASS II RESTORATION.

CLASS II REDO IMPACT
$262 DOCTORS TIME
+ $30 MATERIAL COST
= $292 PER FAILED PROCEDURE

BAD PATIENT EXPERIENCE IMPACT
$1,000 LOSS PER PATIENT ANNUALLY
50% NEW BUSINESS LOSS DUE TO REFERRALS

REASONS FOR CLASS II FAILURE
RECURRENT CARIES
TOOTH FRACTURES
FOOD TRAPS
GINGIVAL IRRITATION
POST-OP SENSITIVITY
POOR ESTHETICS
MARGINAL STAINING
LOW QUALITY MATERIALS

CLASS II PROCEDURE IMPACT
30-40 MINS PER CLASS II RESTORATION
EVERY HOUR THE DENTIST NEEDS TO MAKE $450 TO ACHIEVE AVERAGE DAILY REVENUE
$200 ESTIMATED REVENUE PER CLASS II PROCEDURE

SOURCES
1 2010 Survey of Dental Practice – Income from the Private Practice of Dentistry
4 DENTSPLY Caulk survey June 5, 2012 n=297.

For more information on Class II restorations and DENTSPLY Caulk’s Class II Total Practice Solution, visit Class2Restorations.com or contact a representative at 800.532.2855.