

**COMMUNICATE****NAVIGATE****CONVERT**

angel aligner™ session guide

You will leave confident, aligned, and capable to communicate Angel Aligner clearly, navigate the software with assurance, and convert the right patients through calm, consistent, and ethical conversations.

8:15am | Arrival & registration | Tea & coffee

9:00am to 12:30pm (inc. 10:30am to 11:00am morning break)

Communication, Connection & Conversion
Angel Aligner conversations that convert

Led by *Michelle Pritchard, Dental/Specialist Practice Management Consultant; Aligned Business Consulting*

Workshop Outcomes & Key Takeaways including enabling participants to:

- Recognise their own communication style and adapt conversations to different patient personalities and generations
- Identify their practice's % of aligner patients and tailor discussions to what those patients genuinely care about
- Confidently position Angel Aligner by focusing on the treatment destination (outcome) before the "plan" (system), including how to respond to questions such as "Do you do Brand X?" or "Do you use [other brand]?"
- Use a simple, repeatable structure for consultations and objections, so fee and treatment discussions feel calm, confident and patient-centred rather than rushed or transactional
- Position Angel Aligner by leading with outcomes and patient goals—handling brand comparison questions with confidence and ease

12:30PM TO 1:00PM

Angel Aligner In Practice
How our practice has implemented the Angel Aligner product clinically and communicates to patients

Panel discussion led by Senior Territory Manager & Angel Aligner Product Specialist Emma Gibney, talking with local staff member Lizzie White from Orthocare Orthodontics. Will include Q&A with audience attendees.

**LIZZIE
WHITE**



Treatment Coordinator
Orthocare Orthodontics, Sydney NSW

Lizzie began her career in the medical field before moving into orthodontics over eight years ago. Having progressed through clinical and coordination roles, she brings a well-rounded understanding of the patient journey. Since joining Orthocare Orthodontics in 2024, she has worked closely with Dr Kaplan and the team, supporting patients to feel comfortable, informed and confident and loves seeing the transformations achieved with Angel Aligner.

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COMMUNICATE



NAVIGATE



CONVERT

1:00PM TO 2:00PM | LUNCH BREAK

2:00PM TO 3:00PM

iOrtho in Practice

Understanding workflows, case setup, and how software supports the patient journey

Led by *Angel Aligner Clinical Implementation Specialist & Trainer, Kiana Law*

This presentation is a practical, clinic-focused guide to using the iOrtho software effectively in everyday practice. Designed to move beyond “what the software can do” and focus on how to actually use —step by step — and then apply confidently across real clinical workflows.

Workshop Outcomes & Key Takeaways:

- Participants will learn to build a clear, repeatable iOrtho workflow that takes you from first consultation to treatment delivery with confidence and fewer errors
- Set-up cases correctly from the start to save time, improve planning accuracy, and create smoother clinical and lab communication
- Use iOrtho to support the patient journey—making treatment easier to explain, easier to accept, and easier to deliver

3:00pm to 3:30pm | Afternoon Break

3:30PM TO 5:00PM

Angel Aligner Product Update

What’s new, what’s improved, what matters clinically

Led by *our Angel Aligner Clinical Orthodontist Dr Vanessa Guglielmelli & Senior Territory Manager & Angel Aligner Product Specialist Emma Gibney*

This session provides a focused update on the latest Angel Aligner product developments, digital workflow enhancements, and clinical features. Attendees will gain a clear understanding of what has changed, why it matters, and how these updates can be applied efficiently in everyday practice.

Workshop Outcomes & Key Takeaways:

- Overview of recent Angel Aligner product and system enhancements
- Recent innovations and how they support predictable treatment outcomes
- Clinical benefits of new features
- Updates to digital planning, staging, and workflow efficiencies
- Case selection insights and practical tips for implementation
- How to use the latest updates to elevate clinical efficiency and outcomes
- What’s coming next: future development direction

5:00pm to 6:30pm | Wrap Up

End-of-day drinks and finger food, providing time to unwind, reflect on the day’s learning and continue conversations with colleagues and the Angel Aligner team.