

The "Handoff" Script

(The 30-Second Pivot)

Do Not Sell. Identify and inform.

Step 1 Validate the Problem

"Mrs. Jones, I'm noticing some recession here on these lower teeth, and you mentioned they were sensitive to the cold water."

Step 2 Introduce the Solution

"In the past, the only option was surgery. But Dr. [Name] now uses a method called Gum Builder™. It's a 15-minute, non-surgical way to build that gum tissue back up and stop the sensitivity."

Step 3 The Handoff

"I'm going to make a note for the Doctor to take a look at this specific area when he comes in for your exam. I think you'd be a great candidate."



Tray Setup

Ensure this tray is built and photographed for your assistants.

Category	Item	Notes
Product	Radiesse (+)	Premixed CaHA filler
Delivery	Comfortox Syringes	For transferring product
Delivery	27g Needles	For injection
Anesthesia	Topical Gel	20% Benzocaine (1 min apply)
Anesthesia	Lidocaine	For infiltration (if needed)
Prep	Gauze & Q-Tips	Dry field maintenance
Tools	Retractors	Essential for photography/access
Tools	Perio Probe & Ruler	For baseline measurements
Tools	Coronal Polisher	For post-injection buffing/molding
Records	Camera/Phone	Macro lens or high-quality mobile



Clinical Procedure Protocol



01

PREPARATION

Photos:

Retracted, Smile, Close-up (Mandatory).

Measure:

Recession depth and Papilla status.

Anesthesia:

Topical (20% Benzo) for 1 minute. Local infiltration only if necessary.

02

INJECTION PROTOCOL

Refer to your AAFE Training Guide for visual depth.

- Mesial Papilla
- Mesial Midpoint
- Apex (Mucogingival Junction)
- Distal Midpoint
- Distal Papilla

03

DOSING & TECHNIQUE

Volume:

~0.1ml per tooth (approx. 1/10th of a syringe). Do not overfill.

Molding:

~Immediately after injection, use a gloved finger or cotton roll to massage/mold the tissue gently for 3–5 seconds.

Material:

Express a test bead of Radiesse (+) to ensure flow before entering tissue.

Buffing:

Use the coronal polisher to remove any material on the enamel.

Post-Op Instructions

- 01 No brushing the treated area for 24 hours.
- 02 Avoid spicy or very hot foods for 24 hours.
- 03 Expect mild swelling or redness (normal).

Mandatory:

Return in 3–6 weeks for evaluation/second layer.



Quick Clinical Reference

Anesthesia:

Topical 1 min., then inject lidocaine.

Injection:

5-Point Map
(Papilla → Midpoint → Apex).

Volume:

Small amounts (0.1ml).
Layering is better than overfilling.

Molding:

Massage 3-5 seconds.

Post-Op:

No brushing 24 hours.

Next Visit

3-6 Weeks.

The Science

01 Uses FDA-cleared CaHA (Calcium Hydroxylapatite) filler technology

02 Stimulates gum regeneration.

Reduced Sensitivity

In 2-3 Days

Visual Improvement

In 4-6 Weeks



Gum recession and sensitivity to hot and cold foods or while brushing is a common issue for a lot of people. Unfortunately until now there wasn't a non-surgical procedure that could help until now.

Gum Builder has changed that.

It is a quick chairside treatment that can be completed in three quick visits. Within days after the first visit, sensitivity will begin to significantly decrease.

After the second visit the gum tissue will begin to regenerate and look and feel visibly healthier. By the third visit all sensitivity will be gone and gum recession will begin to disappear.



**Ask your dentist today about
Gum Builder to get started on
your journey to a healthier
beautiful smile.**