SafeSource

REP GUIDE · KEEP THIS SHEET

FOR DENTAL SALES REPS

Your two-minute guide to SafeSource.

Know it. Explain it. Share the dentist handout.

What SafeSource does

SafeSource independently verifies that a dental practice buys its clinical supplies through authorized distributors, then lists Verified practices in a directory patients can search.

It verifies where supplies are bought. Not products, not clinical care, not legal compliance.

How verification works

01

Enroll and connect

The practice enrolls online and connects the card it buys supplies on, read-only.

02

Review

SafeSource reviews the last 120 days of purchases on the connected card.

03

Pledge and Verified

The practice signs its Sourcing Pledge. With both complete, it's listed in the patient directory, with a seal for its website.

After that: purchases are reviewed twice a month, and the Pledge is reaffirmed at six months and at renewal.

Why practices might care

- **Recognition**

Patients can see the commitment to authorized sourcing your practice already makes.

- **Independent**

Patients can check more than the practice's word. No distributor decides.

- **Simple**

Online enrollment, a read-only card connection, and ongoing review handled by SafeSource.

What SafeSource sees

The merchant name, date and amount on the connected card. Not what was ordered, not patient information, and nothing about clinical care.

Reps never receive a practice's purchasing data.

KEEP THIS GUIDE. GIVE PRACTICES THE HANDOUT.

You introduce. SafeSource explains and verifies. The practice decides.

The SafeSource for Dental Practices handout explains the program and how to enroll.

Use it in a conversation.

START HERE

“Have you heard of SafeSource? It's a new, independent program that verifies where practices buy their clinical supplies and shows patients which practices are Verified. If you already buy through authorized distributors, it might be worth a look.”

IF THEY'RE INTERESTED

“Here's a short overview of how it works. Your practice enrolls directly with SafeSource, and verification is handled independently. Questions go to hello@safesourcedental.com.”

Four questions you'll hear

"Is this tied to your company?"
No. SafeSource is independent, and any authorized distributor counts.

"Will I be Verified?"
That's not something I can say. SafeSource decides through its own review of the practice's purchases.

"What can it see on my card?"
Merchant name, date and amount, read-only. No patient information, and I never see any of it.

"What about Amazon or office supplies?"
Non-dental purchases are ignored. The Pledge covers how clinical supplies are bought. SafeSource can explain the details.

NEVER PROMISE

- ✖ That a practice will be Verified
- ✖ Access to any practice's purchasing data
- ✖ Answers on regulations or legal requirements. Send those to SafeSource.
- ✖ Discounts or special deals

THE HANDOFF

1. Share the SafeSource for Dental Practices handout.
2. Point questions to safesourcedental.com or hello@safesourcedental.com.
3. Let the practice enroll on its own. Never take card or payment details.

INDEPENDENT BY DESIGN

No distributor fees. No commissions. No influence.

SafeSource pays nothing to reps or distributors, and no distributor has any role in a verification decision.

The SafeSource Team

Verification status is determined by sourcing review, not by payment. Fees cover monitoring and administration. They do not influence outcomes.