

IN OFFICE CONSULTING PROPOSAL

VISION

Incorporate quality periodontal management into all phases of the practice with the following **mission**:

1. Patient receives highest **quality** of care
2. Team is happy both **mentally** and **physically**
3. Practice maximizes the **financial** potential

PRIMARY GOALS:

1. Increase awareness to periodontal management
2. Provide periodontal therapy to respective patients
3. Enhance production goals to 40% of RDH with periodontal services
4. Increase per cent of overall gross with RDH services to 30%

PHASES:

Phase I : Data collection (4 hours)

1. Review all office materials /manuals if available
2. Office team completes brief in office assessment including dental hygiene production.
3. Telephone conversation with team members to establish acquaintance
4. Telephone consultation with doctors to review assessment
5. Develop metrics as cancellations, dollar per hour, prophylaxis versus SRP

Phase II : Implementation (8hours)

1. Practice visit
 - a. Review physical plant and visit with Team
2. Presentation and face to face engagement with Team
 - a. Customize periodontal protocols unique to the practice setting with total health and well being as the focus
 - b. Create scripting and verbiage for all team members for positive patient experiences and case acceptance

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- c. Collect periodontal data in a time efficient manner to determine accurately the prognosis of restorative abutments considering when to extract and place implants (identify periodontal patients)
- d. Develop “realistic” non-surgical therapies and the respective reevaluation with emphasis on “new” anti inflammatory systems including micro-ultrasonics and laser technology , and nutraceuticals as probiotics and anti-oxidants
- e. Empower the dental hygienist with expanded work descriptions beyond the “prophy”.
- f. Establish a quality periodontal maintenance program that enhances the restorative practice
- g. Build relations with the periodontist to enhance esthetics, tooth retention, and implant placement

Phase III : Evaluation Outcomes (3hours)

1. Collect metrics
2. Review Metrics with Doctors
3. Acknowledge goal achievement and reinforce or course redirection
4. Implement

Phase IV: Additional services when needed (6-12 hours)

Advanced ultrasonics/ instrumentation

This workshop will acquaint the dental clinician with the versatility of using ultrasonic instrumentation in periodontal root planing and supportive maintenance procedures. The course format will consist of seminars, demonstrations, and participant “hands on” activity with equipment utilization on models

Upon completion of this workshop, the participants will be able to:

- Be familiar with the current literature justifying the use of power driven instrumentation
- To state the indications and contraindications for their use, including safety precautions
- Select the necessary instrumentation commercially available to achieve effective results

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- Implement techniques unique to this modality, especially in the area of enhancing patient comfort.
- Incorporate power driven instrumentation into the periodontal component of the practice.

Utilizing laser technology in a periodontal environment

Review various laser therapies with attention to both the perio-restorative and perio-pathology uses in a hands on workshop environment with lasers. Explore anecdotal and science based resources from crown lengthening procedures to treatment of periodontitis. Case reports demonstrating success will be utilized along with clear contraindications. Incorporating laser into a dental practice will be introduced considering patient acceptance and third party coding. The clinician will be able to:

- Investigate laser utilization including wavelengths and respective techniques
- Differentiate laser technologies for periodontal indications (surgical and non surgical)
- Understand indications for using laser in crown lengthening and pre orthodontic procedures including esthetics
- Determine the appropriate laser equipment for the individual practice
- Develop post-operative evaluation protocols assessing wound healing