

# Time Management for the Comprehensive Dental Hygienist

Sacramento District Dental Society  
Friday, February 19, 2016 ~ 1:30 - 3:30  
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**Prioritize the Patient's Need ~ Create a Partnership with the patient through discovery and co-diagnosis!**

## Screenings:

### The AAP Statement on Risk Assessment says...

*"Risk assessment goes beyond the identification of the existence of disease and its severity, and considers factors that may influence future progression of disease. Identifying adverse changes in risk factors, which might be suggestive of disease onset or progression, is an important clinical concept." J Periodontol 2008; 79:202.*

**Meet & Greet / Build Value:** \_\_\_\_\_ minutes

**Asking the right question:** What do you do \_\_\_\_\_?

**Risk Assessment:** \_\_\_\_\_ minutes

- Illness, hospitalization, surgery?
- Update existing conditions...
- Tobacco use?
- OTC / Prescription meds?
- Supplements?
- Diet / nutrition?
- Problems with teeth?

### Risk:

Diabetes, Heart Disease, Pregnancy  
Stroke, High Blood Pressure, Gout  
Auto immune, Rheumatoid Arthritis  
Restorative, Periodontal Disease

**Take Blood Pressure:** \_\_\_\_\_ minutes

**Head & Neck:** \_\_\_\_\_ minutes

**TMJ:** Palpate the joint

**Muscles:**

- Masseters

- Anterior temporalis(temple area)
- Posterior temporalis

**Lymph nodes**

- Cheek bones (facial)
- Ear (pre & retro auricular)
- Submental & submandibular
- Throat / thyroid

- Collar bone
- Sternocleidomastoid muscle
- Occipital

**Visual Intra Oral Cancer Screening:** \_\_\_\_\_ minutes

- Lips & Cheeks & Vestibule areas
- Tongue and Floor of mouth and glands
- Back of throat - tonsils
- Hard and soft palate
- Boney ridge

**Aesthetic or Restorative Screening:** \_\_\_\_\_ minutes

- *"Eve, this is something we are doing with all of our patients: I'd like you to pick the shade you think your teeth are now. Great, thank you. Let me give you this mirror, take a look at your smile and check anything on this list that applies to you. I will give you a minute to do that."*

**Intra Oral Camera**

*"Bob, I am going to use my Intra Oral Camera so you and I can see each of your teeth to be sure all of your existing dentistry is holding up and serving you well. I will place the camera on your bottom teeth, you'll feel it – but you will be viewing your upper teeth. Do you see this nice white filling? Do you see this large crack on the side of your tooth?"*

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## Periodontal Screening & Data Collection: \_\_\_\_\_ minutes

### *Two interactive steps:*

Spot probe while patient listens: “Bob, I’m going to call out some numbers, 1 to 3 is normal and healthy gums don’t bleed. I’d like you to listen along and remember the lowest and the highest number you hear. In a healthy mouth this won’t hurt, let me know if it does, it could mean there is a problem.”

Tissue Response / Gingival Index while patient watches: “Now I’m going to check your tissue response. Once again, healthy gums don’t bleed and this should not hurt. Please hold this mirror and watch along with me. Do you see how your gums are responding? Does that hurt?”

Gingival Index: “The probe is inserted a few mm subgingivally and moved along the soft tissue wall with light pressure in a circumferential direction. The stroke shown here is in contrast with the walking stroke used for probing depth evaluation and measurement.” *Gingival Index - Esther Wilkins, BS, RDH, DMD 9<sup>th</sup> Edition The Clinical Practice of the Dental Hygienist*

## Case Presentation: \_\_\_\_\_ minutes

Apply Proxemics: “*Let me rinse your mouth and sit you up so we can talk...*”

- Visual Aids / IOC / Before & After pics
- Discuss what patient has: Not what you “found”
- Discuss treatment recommendations
- Restorative first, periodontal second
- Ask a *Trial Close*

## Fee Quoting Made Easy – Restorative or Aesthetic

“In order to restore your teeth back to their natural **Form, Function & Beauty**

The fee will be \$350 - \$1250 per tooth depending upon how much **diseased** tooth structure must be removed & how much **healthy** tooth the doctor has left to work with.”

## Fee Quoting Made Easy – Periodontal Therapy

“Periodontal Therapy includes: Anesthetic, Root debridement (+laser), Oral irrigation, Customized Co-therapy & Monitoring your healing, The fee is \$225 per visit and I will be spending about an hour with you at each visit, for 2 visits.”

## Doctor / Hygiene Exam: \_\_\_\_\_ minutes

- **Doctor greeting:** Welcome back, Nice to see you, Thanks for coming in
- **RDH synopsis:**
  - Risk assessment / Health / BP & Chief complaint or concern if any
  - Perio report followed by treatment recommendations
  - Restorative report followed by treatment recommendations
- **Doctor Diagnosis:** “*Kim has done a great job....*”
  - Dx Perio
  - Dx Resto
  - Get agreement with patient

## Providing Preventive Care or Periodontal Maintenance: \_\_\_\_\_ minutes

**Handoff to Administrator: 1 min** “Dr. and Sue have agreed that her next visit should be to start her...and Sue is ready to schedule that. I have gone over the fees and Sue has some insurance questions for you. I told Sue you would be able to help her.”