

EP.3 How to Create a Successful Periodontal Program

#1 Lawsuit in Dentistry is failure to diagnose and treat periodontal disease!

A lot of hygienists are over-treating periodontal disease, meaning they are going underneath the gums and removing bacteria but calling it a prophylaxis. The patient does not see the value when you do not charge out for what you do and they don't get put in the proper recall system. Now they are not coming in as often as they need to so it's a lose-lose situation.

What is a prophylaxis? If it's a true prophylaxis, you should not be spending more than 20 minutes scaling a patient then it is NOT a prophylaxis.

Elements of a Successful Periodontal Program:

- Written Standard of Care to get everyone on the same page
- Identify each stage and what the recommendations are from Gingivitis to Advanced Periodontal Therapy
- Easy to Understand Treatment Plan – go through each visit with the patient so that they can buy into the fact that this is a disease that they need to own. You can make this a nice, formal document that looks professional and adds value.
- Homecare package – show them how to use the products, take-home medicaments
- Adjunctive Therapies – lasers, doxycycline, Perio Protect – what do you use and what is the protocol
- Protocol for when a patient refuses treatment.
- Have a tracking system – where are you now and what are your goals?

Meet with your whole team to get on the same page with your Periodontal Program. Get your hygienists' input and once it is in writing, meet regularly to make sure it's being followed properly.