

EP. 33 To Seal or Not to Seal... That is the Question

Some doctors believe in sealants, some doctors don't believe in sealants. When you think of sealants, often you think of children needing them, but rarely do offices recommend them to adults.

Here a few reasons why you should recommend, or at least consider, sealants on adults:

- 1. Sealant material has come a long way!** There are a lot of new products that release fluoride. Check out some of the new sealant material and test them out in your practice. Find a product you believe in.
- 2. With the right technique, sealants can last a long time.** Take the time to train your team for proper placement.
- 3. Patients are happy to pay out of pocket if insurance doesn't cover sealants.** Stop letting insurance dictate what you recommend. Sealants are preventative. If the patient is prone to decay, sealants are a great option.
- 4. Create your standard of care in your practice.** – Do you use air abrasion or not? What are the risk factors for decay and when should you recommend them?

What is your philosophy on sealants? Try and test out new products and determine the standard of care for sealants in your practice. At an average of \$60 a sealant, it can bring a lot of revenue into the hygiene department, and it helps prevent decay for the patient!