

EP. 47 Our Favorite Oral Cancer Screening Devices

We often get asked which oral cancer screening devices are the best. As always, you must decide which products make the most sense for your practice.

You must feel confident in whichever tool you decide to use. If not, you will not use it and it will be a waste of money.

1 person dies every hour of oral cancer! It's not necessary, but it is nice to have a tool that can pick up on some of these tissue abnormalities before we can see it with the naked eye.

Create value with your verbiage so that the patient sees the value! Offices all charge different fees, but if you don't create the value the patient will often times refuse it. Let them know that you have the latest technology to help aid the eye in the early detection of tissue abnormalities.

Follow your standard of care for how often you are recommending these tools. Make sure the whole team is consistent with that standard of care.

Here are some common devices:

- Velscope – handheld scope that uses natural tissue fluorescence to allow the clinician to see abnormal tissue. Healthy tissue shines green and abnormal tissue appears dark.
- ViziLite – uses a chemiluminescent light to identify abnormal lesions. Patient must rinse beforehand with a dilute acetic acid solution, which gets the patient involved but also has a higher inventory cost.
- Oral ID – emits a blue light that fluoresces green in healthy tissue and dark in abnormal tissue. You can rent the tool on a monthly basis.

Always let your patient know that you are performing an oral cancer screening. You never want your patient to leave and not know if that was completed.

Make sure you are charging out the proper code and running an analysis to make sure it's being recommended according to your standard of care.