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A NEW WAY TO TREAT PERIO

Perio Protect's Perio Trays not only improve your patients' oral health, they also bring money into your practice.

by LINDA STEEVES RDH, BS

Tip

One of the Perio Tray's goals is to restore gingival health as quickly as possible and establish an easy protocol for your patients to follow at home. Remember this is their disease and it must be treated completely.

Want to learn more?

If this minimally invasive adjunct—recognized by the Academy of Oral Systemic Health—interests you and you can see the ROI for your patients and your practice, Perio Protect offers free live consults for offices wanting more information. Completing this free consult also entitles you to \$100 off course tuition. I challenge you to think out of the box, so to speak. I did, and improved the quality of my patient's health and the financial health of the dental practices, by adding additional services.

CIRCLE: RS NO. 118
SCAN:



The frustrations of facing and treating periodontal disease are common, not only for the dental professional but also for the patients we serve.

I know you can envision the appointment—once again seeing bleeding upon probing, tissue enlargement and pocket depth. Yet again you are entertaining the potential treatment plan that could include lasers, SRP, antimicrobial adjuncts and possible referral.

We know biofilm is the problem and this is a war! Our patients' health is foremost, but the cycle is relenting. Do we continue our usual methods or do we upgrade to alternative methods? Not to upgrade seems unethical and reduces our patients' chances for a better periodontal outcome.

Time for a change

The CDC identifies 47% of Americans with periodontal disease and, according to the World Health Organization, 80% of Americans have gingivitis or worse. Clearly we, as a profession, have made progress in possible treatment options over the years, but the repeat cycle continues. We need to increase the periodontal health of our patients while increasing the financial health of our practices.

There is a new adjunctive method to treating periodontal disease—the Perio Protect Method® by Perio Protect (**perioprotect.com**). The Perio Protect Method is a comprehensive treatment approach that uses Perio Trays® to help manage biofilm on a daily basis. No additional overhead, special equipment or expense is required, with the exception of a 3-4 hour CE training course and tuition. The lab expenses are passed to your patients as part of the Perio Tray fee—a fee that's well worth it as patients quickly see and feel improvement in their gingival health.

How it works

The Perio Trays protocol is designed to be used in conjunction with SRP, lasers and other treatment choices. The trays are custom fabricated, FDA cleared medical devices made of ethylene-vinyl copolymer. The custom fit ensures the specialized seals and extensions are precise, keeping the prescribed medication of your choice in place at the base of the pocket while also overcoming crevicular flow. With the medication released at the base of the pocket 2-4 times a day, your patients will reduce their bacterial load daily. This helps ensure the outcomes of other periodontal therapies.

Other periodontal treatment protocols temporarily reduce these loads, only for the values to increase again. The medications recommended for use in the trays, 1.7% Hydrogen Peroxide gel and



Perio Trays®
A minimally invasive way to treat periodontal disease.

Vibramycin syrup, are placed in the trays, which patients wear at home for 10-15 minutes, 1-4 times per day.

The benefits

I work in different capacities in dentistry. I am a practicing dental hygienist, practice facilitator and dental hygiene consultant. Incorporating this method into my periodontal treatment options was a smooth transition with positive results. I have seen first-hand the periodontal health of the patients I serve improve and the emotional excitement they gain with their improved health.

As a consultant and facilitator, I have been able to enhance periodontal services for other practices as they are improving the health of their patients by incorporating this treatment option. The financial health of these practices became elevated and the periodontal health of their patients' improved. It is a win/win for everyone.

The ROI

The cost of the Perio Trays with three office visits, on average, is \$650-\$800 a set. The laboratory fee is \$200 a set. If you prescribe one set a week, that is easily bringing in \$2,000 per month. A new CDT code for Perio Trays (5994, Periodontal medicament carrier with peripheral seal—laboratory processed) will be available January 1, allowing insurance assistance for your patients. When documenting Perio Tray delivery, 5994 is used for each arch so it is listed twice on office and insurance forms.

Improved patient care

It is an exciting time in dentistry. New protocols and options to treat periodontal disease are always evolving. These changes lead to individualized care and the power of choice. When we continually educate ourselves in all new treatment options, the patients we serve will benefit. Our practices also will benefit as we expand our potential services and are seen as offices on the leading edge. ●

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Aesthetics, certified Drake P3 trainer for Predictive Performance International and published author. She has 35+ years of experience as a hygienist, facilitator and consultant. She graduated from Marquette University with a degree in Dental Hygiene and Biology, and has participated in post graduate clinical and practice management education.

PerioProtect  **877-434-GUMS (4867)**

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